

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

7TH TIER

Volume 87

DECEMBER 10, 1932

Number 24



Display of Meat Grinder Plates and Knives at the Convention of the Institute of American Meat Packers at the Drake Hotel, Chicago, November 11-15, 1932.

SETTING *the* STANDARD

After one of the most severe tests covering a period of years at all the large packing plants in this and foreign countries, the C. D. Angle Hole Reversible Plates and O. K. Knives with Changeable Blades have proved their superiority over all other makes and styles of plates and knives.

As a result of these tests, all the large packers and sausage manufacturers have adopted C. D. Angle Hole Reversible Plates and O. K. Knives as exclusive equipment in all their plants.

SPECIALTY MFRS. SALES CO.

Chas. W. Dieckmann

2021 GRACE STREET

CHICAGO, ILLINOIS

*No Sausage Manufacturer of any size
can afford to be without this Device!*

SCHONLAND

Patented

Casing Puller

SAVES 50% to 65%
in TIME and LABOR
at the Stuffing Bench

HERE is a machine that will **speed up** your production. It draws the casing on the stuffing tube **without tearing** the casing or tiring the operator. Makes the most tedious labor at the stuffing bench the simplest and easiest. Will save enough **time to pay for itself** in a very short while.

Take advantage of this offer—write for further details

JOHN E. SMITH'S SONS COMPANY

50 BROADWAY

BUFFALO, N. Y., U. S. A.

Chicago Office: 4201 South Halsted Street



*One man with this casing puller
can do as much work as two
men can do, without it!*

One of the largest
packers recently
placed an order
for 10!

Hundreds are now
in use! Let us ship
you one on 15 days
FREE TRIAL.

Vol. 87.

W

Meat
activity
Animal
meat in
fact, mo
find eith
relation

Econo
tion of
of the
new bre
in the o
which in
ability o
jects of

In ad
tory wo
tion and
facilities
work.

The b
federal
with th

Some o
especial
brought
chief of t
Secretary
year ende
are:

Beef C
indexes o
are abund
of lean, h
white col
or bright
tion, very
and unif
found to
abundant

Thus it
means a
down, ar
degree or

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Copyright, 1931, by The National Provisioner, Inc. Title Registered in U. S. Patent Office

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 87. No. 24

DECEMBER 10, 1932

Chicago and New York

Work of This Federal Bureau a Study in Governmental Efficiency

Meat inspection is not the only activity of the U. S. Bureau of Animal Industry with which the meat industry is concerned. In fact, most activities of the bureau find either a direct or an indirect relation to the industry.

Economical and efficient production of meat animals, protection of the health of those animals, new breeds and types, and factors in the origin and life of the animal which influence quality and palatability of meat—all these are subjects of study.

In addition there is the regulatory work accompanying production and the provision of men and facilities for the conduct of this work.

The bureau is one part of the federal service most closely allied with the meat packing industry.

Some of the results of this work of especial interest to the industry are brought out by Dr. John R. Mohler, chief of the bureau, in his report to the Secretary of Agriculture for the fiscal year ended June 30, 1932. Among these are:

Beef Carcass Quality.—Significant indexes of high carcass grade in beef are abundant and extensive marbling of lean, high degree of firmness of fat, white color of fat and light cherry red or bright pink color of lean. In addition, very thick flesh and external fat and uniform width of carcass were found to be reliable indications of abundant and extensive marbling.

Thus it is possible to judge by these means a carcass before it is ribbed down, and decide to a considerable degree on its quality.

Export Pork Types.—American Wiltshire sides have been found to contain next to the smallest percentage of fat of these sides of American, Danish, Irish, Polish and Swedish origin. Only the latter contained less. Consequently it is believed that the American hog can produce export sides of a type to meet successfully foreign competition on the English market.

Tender Lamb.—Tenderness of legs of lamb is definitely increased by ageing or ripening them in cold storage at a temperature of 36 to 40 degs. F. for a week to ten days after slaughter.

Over 77,000,000 head of livestock were slaughtered under federal inspection. This was 4 per cent more than the slaughter of the previous year. All of these animals were given both ante and post mortem inspection. Cattle, hogs and sheep passing through the central markets, numbering 72,000,000 head, were inspected, many being shipped back to the country for breeding and feeding purposes.

Extent of Federal Inspection.

Meat inspection was conducted during the year at 799 establishments in 269 cities and towns. Only one establishment suffered withdrawal of inspection as a result of violation of the regulations.

Following are the principal meat and meat food products prepared and processed under federal supervision during the year:

MEAT INSPECTION FIGURES.

Cured Products:	Pounds.
Beef	106,925,834
Pork	2,760,366,554
All other	1,318,006
Sausage	603,644,078
Canned:	
Beef	168,633,641
Pork	69,532,683
All other	4,715,852
Pork to be eaten uncooked	73,326,045
Meat extract	144,004
Lard	1,715,548,670
Lard oil	254,321
Lard stearine	186,049
Compound and other substitutes for lard	411,935,314
Oleo stock and edible tallow	85,361,900
Oleo oil	75,584,482
Oleo stearine	35,548,809
Oleomargarine	86,716,708
Miscellaneous	1,969,359,540

During the fiscal year 53,141 official meat inspection certificates were issued to cover the exportation of 87,081,117 lbs. of beef and beef products; 4,100,660 lbs. of mutton and lamb products; 696,880,585 lbs. of pork and pork products. In addition there were 3,707 certificates issued covering the exportation of



GOVERNMENTAL EFFICIENCY.

Dr. John R. Mohler, Chief of the Bureau of Animal Industry, U. S. Department of Agriculture, is doing a job that baffles the crusaders against "government bureaucracy."

37,404,524 lbs. of inedible animal products.

Horse meat produced in federally inspected horse packing plants totaled 53,381,351 lbs. of which 46,127,054 lbs. was canned and 5,284,672 lbs. exported in other than cans. Practically all horse meat intended for human consumption enters foreign trade.

Farm Slaughter Figures.

Provisions of the meat inspection law do not apply to animals slaughtered by farmers on farms or to retail butchers and dealers supplying their customers. The latter, however, in order to ship meat and meat food products in interstate or foreign commerce are required to obtain certificates of exemption.

During the year shipments under such exemption totaled 4,216,938 lbs. of meat, principally beef and veal. Farm slaughtered meat, also, may enter interstate shipment without federal inspection. Shipments of this type totaled 4,967,111 lbs., of which calf carcasses constituted the largest single item totaling 3,885,423 lbs.

Meat imported from other countries also was inspected. This totaled 30,938,832 lbs., of which 25,465,159 lbs. was canned and cured, and less than 2,000,000 lbs. fresh. Argentina and Canada were the largest shippers.

Foreign animal casings admitted during the year totaled 13,807,254 lbs. Of this quantity 12,499,123 lbs. came in on certification; 1,298,916 lbs. on disinfection. Dried casings amounted to 9,215 lbs. A total of 24,655 lbs. offered for import was rejected.

Eight stockyards were posted during the year as coming within the jurisdiction of the packers and stockyards act and five were released. At the close of the year the number of yards posted under the act was 93.

Scientific Meat Studies.

Losses occasioned by a purple discoloration of pickle-cured meats when removed from cure were reported at different times by inspectors at various establishments. This purple color has been found due to the presence on the surface of the meat of iron tannate. It is believed that the curing pickle extracts tannic acid from the wooden curing vats which reacts with iron derived from the hemoglobin of the meat or from the ingredients of the curing pickle.

A further study is being made by the bureau to determine the factors responsible for development of the purple color in order that means may be devised to prevent this loss.

Another finding in the researches of the biochemical division is that oleo oil contains appreciable, though relatively small, quantities of vitamin D.

Unusually large numbers of proprietary curing mixtures, spice substitutes and the like were examined in the meat inspection laboratories during the year. Most of the proprietary preparations are reported to consist exclusively of substances permitted under the U. S. regulations.

Pickling solutions containing sodium nitrite and sodium nitrate in combination were submitted to the laboratories and meats cured in them examined. "The results indicate a tendency for the nitrate to remain unconverted and inert when used in combination with nitrite," the report states.

Studies in Meat Quality.

Lack of justification for price discrimination against unbred heifers, provided they are not excessively fat, is pointed to by the bureau as the result of studies of heifer and steer carcasses. If a moderate quantity of kidney and crotch fat and of intermuscular fat,

with thick covering of external fat, is desired in the carcass, the typical fed heifer should be slaughtered when weighing about 725 lbs. and the steer when weighing about 850 lbs.

A method for estimating the fatness of a hog carcass from its cutting yields has been developed in the meat investigation work of the bureau. This method, based on the high correlation of the combined percentage yield of back and leaf fats and belly with the percentage of fat in the edible portion of the carcass, provides an equation by which the percentage of fat of the carcass may be quickly computed. The method is expected to be of especial value to investigators.

In comparing feeding rations, it was found that brewers' rice produced a firmer pork than corn, although there was no perceptible difference in the flavor of the pork.

Can Lamb Be Cured?

Further work was done on the curing of lamb, but from the results so far secured recommendations for the curing of legs only are made. A 50 to 60 deg. sweet pickle is used for the cure or a mild dry cure consisting of 5 lbs. salt, 4 lbs. sugar, 3 oz. saltpeter to each 100 lbs. of meat, proved to be the most satisfactory. Sugar was found to be desirable, as those cured without sugar or with only a small quantity were not satisfactory from the standpoint of the palatability of the cooked meat.

It was found that if smoked hams are to be held over long periods in natural temperatures they should not be wrapped air tight, but that they keep best when wrapped to exclude only part of the light and air.

In a record of performance study with swine possibilities of improvement were indicated through selection and breeding. In a slaughter test of barrows and gilts weighing 225 lbs. each the dressing yield ranged from 72.4 to 78.4 per cent. Cutting yields of the carcass based on live weight gave hams varying from 13.8 to 15.1 per cent; bellies from 9.1 to 10.1 per cent; shoulders from 7.1 to 7.9 per cent; loin from 10.1 to 11.5, and fat back from 7.1 to 9.2 per cent.

Dr. Mohler's report covers 58 pages, reporting on a wide range of activities for the improvement and control of the livestock and meat industry.

Its contents and character are annual evidence of the outstanding efficiency of this particular government bureau, and a refutation of demagogic newspaper and political criticism of government bureaucracy as applied to this department.

Favor "Share Work" Plan

The Executive Committee of the Institute of American Meat Packers at its last meeting adopted a resolution endorsing the "Share-the-Work" movement, by which the federal government, working through committees of the twelve federal reserve districts, is striving to relieve the distress caused by the present unemployment situation. The Central Administrative Committee of the Institute recommended the following resolution relative to the "Share-the-Work" movement, which was adopted by the Executive Committee:

"Whereas, the unemployment situation in this country is one of the most serious problems that confronts the nation and is causing distress to millions of people, and

"Whereas, the President of the United States has recommended that available work be distributed as far as possible as a means of relieving this situation, and a Share-the-Work campaign is now under way under the direction of the twelve Federal Reserve district committees for the purpose of securing the cooperation of employers and their employees in making a wider distribution of employment by reducing the hours of work;

"Now, therefore, be it resolved, that the Executive Committee of the Institute of American Meat Packers hereby endorse this Share-the-Work campaign and in this connection recommend that each company affiliated with this organization

"1. Set up plans for sharing work in its own organization wherever practicable, and

"2. Have its executives consider taking part in the campaign for sharing work in the local community."

Truck Driver's Experience Should Dictate Preliminary Training

By H. R. Cobleigh, Motor Truck Division, National Automobile Chamber of Commerce.

EDITOR'S NOTE.—This is the fourth of a series of articles on truck driver training and control. The first, appearing in THE NATIONAL PROVISIONER of July 23, 1932, explained why drivers should be trained; the second, in the issue of August 6, described the first steps in picking men; the third, appearing in the issue of September 24, outlined tests that should be given before a man is employed. In this article is taken up the training to be given to the new driver.

Most packers are giving careful consideration to the selection of the men to drive automobile delivery trucks.

The old idea that you can find out all about a man after he has been given a job has become obsolete. It was unsatisfactory, time-wasting and expensive.

Experience goes to show that it is worth whatever it may cost to determine an applicant's qualifications and abilities as fully as possible before he is entrusted with a truck. It is economy in the long run.

The previous articles in this series dealt with selecting, examining and testing applicants for jobs. Now comes the next and very important step that unfortunately is too often slighted—instructing the new driver in his duties. However promising a recruit may be he should be on probation for a month at least, and it is well to have him thoroughly conscious of the fact.

Experience Determines Training.

The new driver's instructions and preparations before going into service should be governed according to whether he has had

A.—No previous experience.

B.—Previous experience but in a different line.

C.—Previous experience in the same line.

Those in the first classification will need the most attention; those in the last the least.

Some will not hire drivers who have had no previous experience, but if all followed that policy those ambitious to become drivers would have a hard time getting started. That policy, perhaps, should not be too strongly advocated. As a compromise the fleet owner may accept a certain amount of raw material but in general give preference to those who require less breaking in.

Starting the Raw Recruit.

Nevertheless, the packer should not lose sight of certain advantages possessed by practically every green driver. He is more willing to be taught and absorbs instructions faster and more thoroughly when he has nothing to unlearn. The more experienced driver may have his own ideas as to what should be done and may be less amenable to the new employer's program.

Taking the worst condition first—the driver with no previous experience—how should his training begin? These days few boys reach manhood without learning to drive some kind of a car so he probably knows the hand and foot work of driving. He may be weak on theory and quite lacking in truck practice, so the mechanical superintendent should take him in hand first.

This man should explain the truck part by part and the functions of each, emphasizing the difference between this vehicle and a passenger car. The new driver should be told what he is expected to watch in connection with the

mechanical equipment without confusing him with too much detail that should be left to the shop and garage men.

For example, he should be told how he may be warned if the water in the radiator is low or some part is suffering for want of lubrication and symptoms of impending failure of any parts so that he may at least give an intelligent report to the mechanical men when he brings the truck in after a day's run. It is not a bad idea to have him work around the garage for a while before he starts to drive, perhaps acting as a helper for the maintenance crew.

Training by Expert Driver.

When the new driver first goes out on the truck it should be as an observer with an expert driver at the wheel. If the vehicle is of a kind that normally carries helpers he may be kept in that position for some weeks or even months, particularly if there is much for him to learn about duties other than driving, routes, loading and unloading of goods, customer contacts, etc.

Finally he should change places with the expert driver, the latter watching and correcting his mistakes. During this time he should be receiving instructions from foremen who have to do with any other responsibilities of drivers outside of handling trucks.

Instructing Experienced Driver.

The safety director, if there is one, during this interval should also be sure that the new man has learned the rules for safe handling of trucks, which the company should have in printed form, either of their own or obtained from the state motor vehicle bureau. An oral examination from time to time will reveal his familiarity with these rules and his knowledge of what to do to avoid an accident and in the event of one how to report it later. (This subject will be discussed at greater length in a later article.)

When the driver has shown sufficient aptitude, in the judgment of his immediate supervisor, (Continued on page 41.)



IT'S EASIER TO TRAIN SALESMEN TO DRIVE TRUCKS THAN TO FIND DRIVERS WHO CAN SELL.

The growing practice of using insulated and refrigerated trucks manned by a driver-salesman has complicated the packer's task of picking men for the jobs. It may be a simple matter to find a good truck driver, but to find men qualified as drivers and with the abilities to sell profitably are not so easily picked up. At the left a driver-salesman has sold a bill of goods and is delivering it to the purchaser. At the right is one type of refrigerated truck used by the Keefe-Le Sturgeon Co., Arkansas City, Kans.



WHEN A CASINGS MAN WANTS ACTION NOTHING IS TOO SPEEDY FOR HIM.

Executives in the casings business are noted for their desire for and ability to get quick action. They are "high flyers." Here is a group of them landing from an American Airways plane at the Newark, N. J., airport on their return from the annual meeting of the National Sausage Casings Dealers' Association, held last week at Buffalo, N. Y.

Left to right.—Chas. G. Volkening, president, The Brecht Corporation, New York City; Lawrence W. Pfaelzer, vice president, Independent Casing Co., Chicago; George Levi, president, Berth. Levi & Co., New York; and Elliott Balestier, Jr., executive secretary of the association.

The board for the new year includes George Levi, Berth. Levi & Co., chairman; Sigmund Strauss, Independent Casing Co., vice chairman; Alfred Brand, M. Brand & Sons, treasurer; Chas. G. Volkening, The Brecht Corp., and Fred Early, Early & Moor, Boston.

CASINGS MEN SET STANDARDS.

Casings standards, credit standards and arbitration methods were discussed at the annual meeting of the National Sausage Casings Dealers' Association, held in Buffalo, N. Y., November 29 and 30, 1932.

The association went definitely on record as ratifying and affirming the standardization of length in selected and semi-selected sheep casings as originally published in *THE NATIONAL PROVISIONER*. This standardization, which calls for selected sheep casings to be put up in hanks of 100 yards regardless of caliber, and cuts and semi-selected goods to be put in hanks not exceeding 125 yards, aims at removing mystery from the merchandizing of such goods.

If properly observed, it is believed by the leaders of the association that it will react to the general benefit not only of the industry but of its customers as well. It is realized that non-members of the association may disregard such standardization efforts, but it is believed that this will react to the ultimate harm of the violator, as sausage manufacturers throughout the country become aware of the advantages to be derived from standardization.

The membership also went on record as opposing the return of merchandise after 60 days' from date of shipment, feeling that such returns are unjust and unreasonable.

Opposition to the taking of unearned discounts was expressed by the membership, the feeling being that discounts are allowed for prompt payment, and that any violation of discount terms is a violation of the sales contract. The membership was united in its determination to oppose unjust claims wherever they become evident.

A method of arbitration was set up to take care of any possible disagreement or misunderstanding between members or between a member and his customer. Under this method the complaining party will appoint one arbiter and the party complained against one arbiter, and these two arbiters will appoint a third disinterested party, who shall judge the merits of the case, and whose decision shall be final and binding. All participants in an arbitration will have to sign an agreement of arbitration setting forth their willingness to abide by the decisions of these duly appointed arbiters.

The board of directors for the coming year was reduced to five members and the secretary.

CHEESE PRODUCTION DECLINES.

American cheese production during the first ten months of 1932 totaled 307,553,100 lbs. compared with 331,582,000 lbs. in the 1931 period, a decline of 7.25 per cent. October production totaled 27,584,400 lbs. compared with 31,089,000 lbs. in September and 30,470,000 lbs. in October, 1931. This is a drop of 11.28 per cent from a month ago and 9.48 per cent from the production of a year ago.

STATES AGRICULTURE'S CASE.

Restoration of the price level of all agricultural commodities, preservation of the agricultural marketing act in the interest of cooperative marketing, control of speculation in basic farm crops, revision of the tariff for equality of agriculture, independence of the Philippines, a coordination of the agencies set up to serve agriculture and other matters relating to agriculture and general business were advocated by Edward A. O'Neal, president of the American Farm Bureau Federation, in his report at the organization's annual meeting in Chicago, December 5-7, 1932.

In the course of the three-day sessions the delegates were addressed by Henry I. Harriman, president of the Chamber of Commerce of the United States, who pointed to this meeting of agriculture with business as being "at the beginning of the upturn of one of the most severe business depressions that has ever been experienced."

Among the 17 resolutions adopted by the federation was one relating to the question of farm surplus, whose solution was believed to be a first essential of the return of America to normalcy.

Retiring members of the board of directors were re-elected and E. Thomas Massey, Baltimore, Md., was chosen to fill a board vacancy.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

Profitable Holiday Merchandising Requires Careful Planning

The holiday season offers an opportunity for the meat packer to obtain an extra volume of sales on meat products.

This year, it seems, this opportunity may be a little better than usual. Today people are in no mood to spend money foolishly — on themselves or on others — and no doubt there will be greater emphasis on the practical and usable gift.

In recent years hams and bacon have become popular for Christmas gifts. Dressed in attractive holiday garb they always are acceptable. Quite often they simply are wrapped in parchment, Cellophane or greaseproof paper printed in colors in Christmas designs. In other cases attractive cardboard containers are used, particularly for baked hams.

In all cases, however, the attempt is made to have the wrapper or package make a strong appeal to the eye and love of the beautiful, because it is on this basis that holiday gifts are bought. Such a package will outsell many times one that relies exclusively on a somewhat cheaper price for its principle sales urge.

Good Results with Gift Packages.

Of late years there has been more of a tendency for packers to expand their offerings of holiday meat packages. In addition to hams, bacon, shoulders, etc., butts, loin bacon, "ready-to-serve" products, glass packed meats and specialties also have been given a holiday dress. So decorated they have more appeal to the consumer who is buying foods to be included in gift food baskets and to be used in combinations with other products for gift purposes.

In some cases packers have attempted, with good results, to merchandise a holiday food package in which are included a variety of foods in addition to meats — canned goods, peanut butter, mayonnaise, cheese, etc. Smaller packages of glassed-packed specialties and prepared meats have also been well received.

In the matter of assortments and combinations of meat plant products for gift packages the choice of items is almost infinite. The packers resourcefulness and ingenuity will dictate how his products can be adapted to the holiday trade. In the matter of wrappers for individual meats and containers for meat assortments it is again a

matter of how far the packer cares to go in adding extra holiday appeal.

Types of Containers.

In general gift containers take two forms:

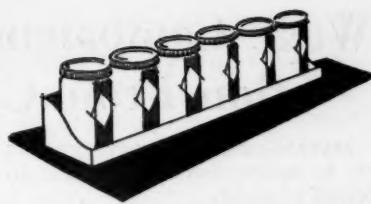
1—A special container in lieu of the standard product container, with an appeal of its own in addition to the product appeal.

2—An extra container separate from the one that holds the product.

The latter may be either of a temporary nature, such as a simple carton into which several items fit; or it may be a gift in itself with a utility of its own.

Illustrative of the special product container are jugs, mugs, carafes, pitchers, ice water bottles, ice buckets and bottles of various shapes and sizes for re-use purposes.

Extra gift containers usually hold an assortment of products. These may be baskets, picnic baskets, flower baskets, sewing baskets, chests, semi-permanent



MEAT ASSORTMENT IN RACK.

One packer offered the Christmas trade last year an assortment of glass packed meats in a nicely finished wooden rack. Display was exceptionally good and customer acceptance very satisfactory.

cartons, dishes or boxes to hold candy, nuts, etc., cake boxes, cookie jars, waste paper baskets, etc.

Package Must Please Dealers.

There is such a large assortment of attractive wrapping and decorative materials and containers of one sort and another on the market that the packer usually has little difficulty originating outstanding and distinctive holiday merchandise, but quite often he is not so successful in his holiday merchandising. The way a package is put across to the trade and to the public is just as important, if not more so, than the holiday flavor incorporated in it.

Some especially good information on merchandising the holiday package is contained in a four-page folder issued recently by the Anchor Cap & Closure Corp., Long Island City, N. Y. The holiday package, merchandising experts of this company say, no matter how attractive it may be, will not sell itself — at least not satisfactorily. It needs promoting and pushing to achieve the volume of sales it deserves.

In this promotion, the folder says, the dealers' problems and mental attitude should be kept uppermost in mind. The proposition should be such that he can make a legitimate profit. There should be sufficient reasons for him to want to sell it.

The packers holiday gift package must compete with many other holiday articles, so that the retailer's favorable reaction may be largely responsible for the sales volume the packer will get. If the retailer is favorably impressed he will give the package preferred position; he will put it in the window; he will suggest it to his customers who are not just sure what they want; he will urge its virtues.

Merchandising Aids.

If the packer is accustomed to furnish window display material to advertise holiday packages he should bear in mind that if the material is to occupy the entire window it must be outstanding enough so that there will be no

(Continued on page 26.)



HAM WRAPPED FOR CHRISTMAS SALE.

Hams in printed parchment and Cellophane always have been popular for Christmas gifts. Cardboard containers printed in colors are also used, particularly for baked hams. In any event, the attempt is made to have the wrapper or container make a strong appeal to the eye and love of the beautiful, for it is on this basis that Christmas gifts are purchased. This ham is wrapped in printed parchment.

Wage Campaigns of Meat Education From Coast to Coast

Marked progress on every front in a nation-wide campaign in behalf of meat.

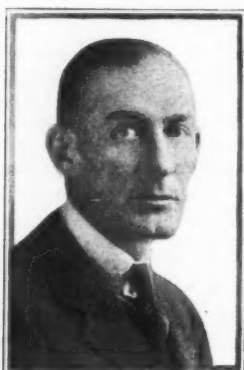
Intensive programs featuring beef, pork and lamb in the heavily-populated centers of the East as well as in the West.

Progress in meat cookery studies.

Definite results from a research program for meat.

These highlights of the activities of the National Live Stock and Meat Board were brought out in a report presented by R. C. Pollock, secretary and general manager of the organization, at its semi-annual session held at Chicago on December 2. Charles D. Carey of Cheyenne, Wyo., livestock leader, presided as chairman of the board.

TWO LEADERS IN MEAT EDUCATION MOVEMENT.



Charles D. Carey, livestock leader and chairman, National Live Stock and Meat Board.



R. C. Pollock, managing director, National Live Stock and Meat Board.

The twenty-one directors of the board, representing livestock producers, marketing agencies, packing interests and the retailers, learned that a total of 44,000,000 persons, from coast to coast, have been reached during the past five months with information designed to emphasize the reasons why meat is logically the center of the human diet. Mr. Pollock's report stressed the fact that the added demand for the board's services along many and varied lines, including requests for literature and lectures and demonstrations, are evidence that meat has "come into its own."

Meat from Coast to Coast.

In line with the belief of the value of visual exhibits in telling the story of meat the board, cooperating with the Institute of American Meat Packers,

colleges and universities and fair managers, has this fall sponsored meat exhibits at fairs and expositions from Massachusetts on the east to Oregon on the west and from Minnesota to Texas. These exhibits, featuring beef, pork and lamb, have been studied by some 3 million persons. In these exhibits have been displays emphasizing the place of meat in the low cost diet, this feature bearing the stamp of approval of boards of health and emergency relief organizations.

Progress in meat cookery studies is being made rapidly, according to the report. In home economics laboratories at more than a score of educational institutions and at the U. S. Department of Agriculture, experienced workers are revealing new information relative to factors influencing meat quality and palatability. Roasts are being tested with specially devised equipment.

Old ideas on cooking meat are being revolutionized.

A study of lard is one of the more recent projects, to the end that a better understanding of the value of this product for household use will be realized.

Literature on Meat.

Campaigns sponsored by the meat board during the past few months have reached thousands of housewives, retail meat dealers, home economics students and scores of other types of groups. These campaigns have introduced new styles in meat cuts designed to fill the demands of the modern housewife and thus facilitate more effective meat merchandising. Interest in such demonstrations has been spontaneous, as illustrated by large interested audiences in cities large and small.

New literature recently issued deal-

ing with meat was reported as being given national distribution. A new meat recipe book, a revised text book on meat, a new pork cutting manual, new meat slogan posters and new meat charts are much in demand. The new meat text book will go into about 4,000 high schools and colleges. The meat charts showing the high place occupied by meat in comparison with other foods, as regards protein, iron, phosphorus, energy values and in relation to the essential vitamins, will be used by more than 8,000 groups of home economics students in every part of the country.

The report cited the fact that the program of meat research designed to obtain further information as to the nutritive value of meat and other phases is still actively in progress with trained investigators in charge. "The constant and increasing call for the meat board's service," stated Mr. Pollock, "the interest and close cooperation of all branches of the livestock and meat industry, of colleges and universities and of industries and groups representing other vocations and industries justifies our best efforts."

"Never was interest in meat more marked, nor the public more interested in our program. We shall continue with renewed effort, our program in behalf of the king of foods. The future is heartening. It is full speed for the tasks ahead."

PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain stores, and food manufacturers listed stocks, Dec. 7, 1932, or nearest previous date, with number of shares dealt in during week, and closing prices on Dec. 7, 1932:

	Sales— Week ended Dec. 7.	High. Dec. 7.	Low. Dec. 7.	Close— Dec. 7.	Nov. 10.
Amal. Leather.	300	2 1/2	2 1/2	2 1/2	2 1/2
Do. Pfd.	200	2 1/2	2 1/2	2 1/2	2 1/2
Amer. H. & L.	200	12 1/2	12 1/2	12 1/2	12 1/2
Do. Pfd.	100	12 1/2	12 1/2	12 1/2	12 1/2
Amer. Stores.	600	31	31	31	30 1/2
Armour A.	2,200	1 1/4	1 1/4	1 1/4	1 1/4
Do. B.	1,850	1 1/4	1 1/4	1 1/4	1 1/4
Do. Pfd.	1,550	7	6 3/4	7	6 3/4
Do. Del. Pfd.	300	41	41	41	44 1/2
Barnett Leather	...	...	...	...	...
Beechnut Pack.	100	43	43	43	43 1/2
Behack, H. C.	...	...	...	...	...
Do. Pfd.	...	...	...	...	...
Brennan Pack.	...	...	...	...	...
Do. Pfd.	...	...	...	...	...
Chick C. Oil.	200	7	7	7	6 1/2
Childs Co.	1,300	5	5	5	5 1/2
Cudahy Pack.	200	28	28	28	28 1/2
First Nat. Strs.	2,700	49 1/2	49 1/2	49 1/2	48 1/2
Gen. Foods	20,100	24	23 1/2	23 1/2	22
Gobl. Co.	800	5	5	5	4 1/2
Gr. A&P Pfd.	160	118 1/2	118 1/2	118 1/2	118 1/2
Do. New	30	146	146	146	147
Hormel, G. A.	...	...	...	...	...
Hygrade Food.	200	3 1/2	3 1/2	3 1/2	3 1/2
Kroger G. & B.	6,500	15 1/2	15 1/2	15 1/2	14 1/2
Libby McNeill.	350	2	2	2	2 1/2
McKarr Stores.	...	...	...	...	...
Mayer, Oscar.	...	...	...	...	...
Mickelberry Co.	100	4 1/2	4 1/2	4 1/2	4 1/2
M. & H. Pfd.	...	...	...	...	...
Morrell & Co.	...	...	...	...	...
Nat. Ed. Pfd. A.	...	...	...	...	...
Do. B.	...	...	...	...	...
Nat. Leather	450	7	6 3/4	7	6 3/4
Nat. Tea	1,100	7	6 3/4	7	6 3/4
Proc. & Gamb.	7,200	28 1/2	28 1/2	28 1/2	28 1/2
Do. Fr. Pfd.	90	98 1/2	98 1/2	98 1/2	98 1/2
Rath Pack.	...	...	...	...	...
Safeway Strs.	32,200	40 1/2	39 1/2	40 1/2	44
Do. 6% Pfd.	510	87	87	87	85 1/2
Do. 7% Pfd.	120	97	96	97	97
Stahl Meyer	...	...	...	...	...
Swift & Co.	4,750	7 1/2	7 1/2	7 1/2	7 1/2
Do. Intl.	3,850	15 1/2	15 1/2	15 1/2	16
Truist Pork	...	...	...	...	...
U. S. Cold Stor.	...	...	...	...	...
U. S. Leather.	600	4	4	4	3 1/2
Do. A.	1,300	7	6 1/2	7	6 1/2
Do. Pr. Pfd.	350	48 1/2	48 1/2	48 1/2	48 1/2
Wesson Oil	800	12	12	12	12 1/2
Do. Pfd.	...	...	...	...	...
Wilson & Co.	100	3 1/2	3 1/2	3 1/2	3 1/2
Do. A.	500	3 1/2	3 1/2	3 1/2	3 1/2
Do. Pfd.	300	18 1/2	18 1/2	18 1/2	19

EDITORIAL

Shows Set Meat Styles for Producers

Styles in meat animals are set by consumers. Back of the consumer are economic conditions and other fundamentals which affect the mode of living of the majority of the people and consequently their demand for basic foodstuffs.

The packer is the first to feel the influence of meat style trends. He, in turn, reflects them to the livestock producer in the price he pays for meat animals of a given kind and type. He knows that certain kinds of animals produce carcasses that break up into cuts most popular with the trade.

The livestock producer often is slow to meet changed trends. His number is legion. Each is inclined to produce the animals that fit best into his scheme of farm or range production. He is prone to think of the livestock he sells off his farm or ranch in terms of the grain and roughage his land produces, rather than in terms of meat cuts fulfilling market needs.

Thus the packer has found himself struggling to fit this production into consumer demand to the best advantage. At the same time he is urging on the producer the need for his cooperation if meat consumption is to increase and bring with it an adequate return to those who produce, process and market this meat.

Livestock shows fostered by packers and market agencies have become an important means of reflecting to the producer the types of animals wanted. Breeders of purebred livestock have cooperated in this, bringing for inspection the kind of breeding stock which will produce market animals of maximum popularity. Among the oldest and largest of these shows is the International Livestock Exposition at Chicago, where the livestock elite of the central Western country and state fairs and smaller shows assemble for their final competition in the show ring. The western Corn Belt centers its effort in the American Royal at Kansas City and Ak-Sar-Ben at Omaha. Another great show early in the new year which serves still another section is the National Western at Denver, where the cream of the range country assembles. Portland, San Francisco and Los Angeles hold their annual shows, as do Cleveland, Baltimore and other centers in the East. Southwestern market centers like Oklahoma City and Fort Worth also have their exhibitions.

Livestock shows have been aptly termed the

annual style shows of the livestock industry. Here stockmen learn that styles have changed and are changing, as far as the size and conformation of meat animals are concerned. Here the meat trade has the opportunity to show that what is wanted is choice quality, and lightweight carcasses in hogs, cattle and sheep. At these shows judges select the tidy, well-finished light animals for the big prize money and purple ribbons. At the auction sales following buyers pay the greatest premiums for the small, compact parcels of beef, pork and lamb. When animals such as these are offered bidding is brisk and active, while on heavy animals of very good quality interest is apt to be slow.

However, the steers chosen as coming closest to type in 1932, and as such chosen grand champions, have ranged in weight all the way from a 680-lb. calf at the Great Western Livestock Show at Los Angeles to a 1,241-lb. long yearling at the International at Chicago. While weight range was wide, lines and type of finish were the same. Steers were compact, evenly fleshed and thoroughly finished. They represented the peak of modern breeding and reflected present day beef demand.

As the two, three and four-year-old steers have disappeared almost entirely from the show ring, so have the 400 to 600 lb. barrows and the 100 lb. wethers. The hog man knows that he has reached the limit on 300 lb. barrows, not only in the ring but on the everyday market, and that even at this weight size is penalized. He realizes that the neat, well-finished 180 to 250 lb. butcher is what the market wants. The flockmaster, too, has been forced to take off weight, and market his yearlings at 80 to 90 lbs., and even then to expect some price penalty when supply is too large to meet the demand of the hotel, restaurant and club trade.

Thus it is that the great majority of animals received on the markets reflect a growing appreciation and understanding of consumer needs and a realization that if the outlet is to be satisfactory the product must conform to demand. Livestock style shows are accomplishing their purpose. They are being looked to as the places where the last word in market types of meat animals is to be found. Therefore they deserve the combined and enthusiastic support of all branches of the meat industry.

THE NATIONAL PROVISIONER, Chicago and New York. Member Audit Bureau of Circulations and Associated Business Papers, Inc. Official organ Institute of American Meat Packers. Published weekly at 407 So. Dearborn st., Chicago, by The National Provisioner, Inc. OTTO v. SCHRENK, President. PAUL I. ALDRICH, Vice President and Editor. FRANK N. DAVIS, Advertising Manager. Eastern Offices, 295 Madison ave., New York City.

Practical Points for the Trade

(Contents of THE NATIONAL PROVISIONER are copyrighted and may not be reprinted except by permission)

For Quality Frankfurts

Believing that frankfurts and wieners should have a more important place in the meat list for the family meal, and that more of these sausages would be used for that purpose if they were handled differently in the manufacturing process, an old-time sausagemaker offers some pertinent suggestions. He writes as follows:

Editor THE NATIONAL PROVISIONER:

I want to give those who desire to make a first-class frankfurter or wiener, intended to be served as the meat of the meal, some suggestions to promote this use.

Should Be Fresh Made.

First, I feel sure that the consumer expects and prefers an article made fresh daily. These sausages were never intended to be staple products.

If the manufacturer wants to increase his output he should adopt the practice of serving daily fresh-made sausages. Such sausages should be real juicy, therefore much more water or fat pork can be worked in.

The practice is not uncommon of keeping these cooked sausages in stock for a few days, and for that reason less water is used in preparing, and they have a tendency to be dry. Consequently they are not fully enjoyed by the consumer.

Select Meats Carefully.

Second, to have a real good juicy sausage the beef should be carefully selected. This meat has the ability to absorb water and to bind readily with other meat and hold all in a sticky mass.

For best results the beef should be chopped real fresh, adding salt, etc. Then spread overnight in the cooler. Or the beef can be mixed with the salt and other curing materials, then run through the $\frac{1}{2}$ - or $\frac{3}{4}$ -in. plate of the grinder, then return to the cooler and leave there over night.

Chop as usual the next day, adding ice or cold water, then put in the cooler again and leave over night. This is important, as it is not good practice to mix the meats direct from the chopper, especially in the case of smoked cooked sausages.

The next morning the meat is ready for mixing. The product should be kept cold at all times.

Beef should never be left in cure too long, if good binding quality is desired. Salt works to better advantage in fresh

or half-cured meat. If the meat is cured too long it loses its ability to combine with other meats to form the desired dough for a good juicy product.

Yours truly,

L. F. BUSCH.

Cincinnati, O., Dec. 5.

Handling Gallstones

A small packer who kills a good many cattle asks about the saving of gallstones. He says:

Editor The National Provisioner:

Please tell us how to handle and prepare gallstones for shipment. We kill a good many cattle, especially older cattle, and understand that these stones have some value.

In saving gallstones the gall bladders are cut open and the contents dumped upon a screen placed over a receptacle. The screen catches the stones and drains off the gall. The stones are left on the screen and dried in natural temperatures.

Thorough drying is important, so that the outer surface of the stones is toughened, thus enabling them to stand transportation without breakage. The whole or unbroken stones are the most desirable, broken ones being worth only about half as much as whole stones.

The stones should not be placed in the sunlight during the drying process as the direct rays of the sun have a tendency to blacken them. The reddish yellow stones are the most popular. When thoroughly dry, each gallstone is wrapped in cotton to prevent breakage and the wrapped stones are enclosed in sheets of paper and packed in wooden boxes.

Pigs' Feet Souse

Pigs' feet souse is a popular food. Do you make it?

If you do, have you found its sale as good as it should be under a good formula?

A successful formula and detailed instructions for mixing, cooking and pickling pigs' feet to make a high-grade souse may be obtained by filling out and sending in the following coupon:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me reprint on "Pigs' Feet Souse." I am a subscriber to The National Provisioner.

Name.....

Street.....

City.....

(Enclosed find 5-cent stamp.)

Chilling Gelatine

What use is made of refrigeration in the manufacture of gelatine? A subscriber says:

Editor The National Provisioner:

In the manufacture of gelatine we understand that refrigeration is used for chilling the jelly in the summer time so that it can be cut before being spread out to dry. It appears that in some cases warm air is being used to effect the drying while there is a possibility that air dried by refrigeration could be used to advantage. Can you tell us what practice is generally followed?

Gelatine manufacture consists of boiling a suitable raw material in water to dissolve the gelatine, after which the solution is concentrated by evaporation to a rather thick consistency, allowed to congeal and then dried. During warm weather refrigeration is used at two stages of the process. Following a number of preliminary operations and cooking, the gelatine liquor is pumped into glass-lined receiving tanks. From these it passes to evaporators, where it is evaporated down to a suitable consistency—about 15 per cent solution. This solution then passes through other tanks to a cooler. This is an adaptation of the ordinary type of milk cooler. The function of this cooler is to reduce the temperature of the gelatine solution, so that it may be chilled to solid form with very little further cooling.

From the cooler the gelatine passes to a spreading machine. This is merely a continuous belt with a ridge on each side, on which the cooled gelatine solution is deposited as it comes from the cooler. This belt moves forward into a boxlike structure at the rate of about 10 ft. per minute, the thickness of the gelatine on the belt being about $\frac{1}{2}$ -in.

The box is refrigerated, a temperature of 40 deg. or below being maintained to congeal the gelatine in its passage through the chamber. In the past mechanical refrigeration has been used in this congealing chamber in warm weather. In winter, when the outside air is 40 degs. or below, fans are installed to blow the cool outside air through the chamber.

From the congealing chamber the gelatine is dried by heat.

BRANDED BEEF IN CANADA.

October sales of branded beef in Canada totaled 1,615,389 lbs. compared with 1,305,252 lbs. in the same month a year ago. For the ten months ended with October sales totaled 17,795,388 lbs. compared with 15,214,040 lbs. in the 1931 period. October sales of the first or red brand totaled 519,152 lbs. and of the blue or second brand 1,096,237 lbs.

Proper Lard Processing

A Southern lard producer complains that his product gets rancid in about two months, and asks regarding the use of soda to keep it sweet. He says:

Editor The National Provisioner:

We are having trouble with our pure lard getting rancid within sixty days after being cooked out. We do not put anything in it but a half gallon of water to a 75-gal. steam-jacketed kettle to keep it from sticking. We have been told that if we put a tablespoonful of soda to each gallon of fat it will keep it sweet and fresh and white.

Will you give us some information regarding this?

It is difficult to give this inquirer specific information, as he gives no data as to the kind and condition of fats used, method of handling prior to storage, or other facts having a material influence on keeping quality.

If the fats are rendered as soon as possible after they come from the killing floor there will be less trouble with spoilage. Killing fats so handled have the highest keeping quality, while cutting fats are next and sweet pickle fats have the least stability.

This inquirer says he uses a half gallon of water to a 75-gal. kettle of lard. It would be better to use a priming charge of lard, as it is necessary to drive off all moisture if the lard is to be of good keeping quality. If water is added this means that in addition to the moisture in the fat this extra water must be evaporated.

If his kettle is equipped with an agitator which is kept working from the time filling of the kettle begins, it will not be necessary to add either water or lard. It is well to have the fat hashed, to about the size of a hickory nut, having the pieces of uniform size, if possible, so that the cracklings will brown together and the color of the lard will not be impaired by the overcooking of some of them.

Use of soda should not be necessary. If the fat is sweet and fresh when it goes into the kettle, and is rendered and stored right, there is no need to add anything to counteract spoilage.

Lard, like all other fats which in the processing are heated, is susceptible to rapid deterioration, unless everything is kept absolutely clean. No moisture or fiber should be left in the lard, as this will cause it to sour quickly. Thorough settling at all stages of the process where settling occurs is important, and care should be taken in siphoning off the lard so that no part of a kettle bottom is mixed in with the general run.

Choice of materials, cleanliness and proper temperature are the chief things to remember in connection with lard manufacture. In storing lard, it may be held very nicely at a temperature of 35 to 40 degs.

Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

TRADE MARK APPLICATIONS.

Carmel Oil Co., New York City. For edible white oil. Trade mark: CARMEL BRAND. Claims use since January 1, 1926. Application serial No. 329,040.

CARMEL BRAND

Jaburg Brothers, Inc., New York City. For edible fats and oils for shortening in frying and baking, gelatine, lard and lard substitutes. Trade mark: JAY BEE. Claims use since April 8, 1915. Application serial No. 312,651.

JAY BEE

Lever Bros. Co., Cambridge, Mass. For vegetable shortening. Trade mark: HYDORA. Claims use since January 28, 1915. Application serial No. 330,373.

Hydora

Lever Brothers Co., Cambridge, Mass. For vegetable oil for salads and cooking. Trade mark: I. X. L. Claims use since September, 1884. Application serial No. 330,374.

I. X. L.

Lever Brothers Co., Cambridge, Mass. For vegetable oil for salads and cooking. Trade mark: LA HACIENDA. Claims use since November 1, 1893. Application serial No. 330,375.

La Hacienda

Lever Brothers Co., Cambridge, Mass. For vegetable oil for salads and cooking. Trade mark: UNION. Claims use since May 1, 1867. Application serial No. 330,376.

Union

TRADE MARKS GRANTED.

Lever Brothers Co., Cambridge, Mass. For vegetable shortening. Trade mark: COVO. Published August 16, 1932. No. 298,548.

Lever Brothers Co., Cambridge, Mass. For vegetable shortening. Trade mark: DUAL. Published August 9, 1932. No. 298,410.

Planters Edible Oil Co., Suffolk, Va. For vegetable oil shortening, oil compound. Trade mark: FRIO. Published August 2, 1932. No. 298,506.

FRIO

The Procter & Gamble Co., Cincinnati, O. For cooking fats. Trade mark: PROGA. Published August 9, 1932. No. 298,366.

PROGA

Cresca Co., Inc., New York City. For frankfurter sausages. Trade mark: CRESCA. Published August 30, 1932. No. 298,927.

CRESCA

Productos Selectos Del Cerdo, S. A. Manlleu, Spain. For food derived from pork—namely, sausages, ham, mortadela, lard, bacon. Trade mark: Wild boar in an oval with the words "LA PIARA." Published September 1, 1931. No. 299,014.

LABELS.

Karl Seiler & Sons, Philadelphia, Pa. For hams. Title: OVEN BROWNED VIRGINIA STYLE HAM. Published September 9, 1932. No. 41,372.

George L. Schmidt, doing business as J. Fred Schmidt Packing Co., Columbus, O. For German weiners. Title: SCHMIDT'S MONTROSE. Published June 1, 1932. No. 41,247.

CELLOPHANE ON THE AIR.

As a further support to the present extensive consumer educational campaign now being carried on in the leading national magazines, the Du Pont Cellophane Company has entered the field of radio broadcasting. This new program will feature Emily Post, to many women the final authority on etiquette and good taste in the home. She has written several books and her newspaper activities are regularly used by 68 newspapers. Mrs. Post will talk especially to women on subjects of vital interest to them in their home and social life. Supporting her on the program are Edward Neff, baritone, and the Harding Sisters, piano and organ duet. The broadcast will go out every Monday and Thursday morning at 10:45 E. S. T., 9:45 C. S. T., over WJZ and the popular NBC network, and is estimated will reach thirteen million women.

ABC's of Refrigerator Body Building

1. What kinds of perishable products are to be transported?

2. What temperatures are required for various products?

{Write for Haircraft Ideal Temperature Chart}

3. What section of the country are trucks to operate?

4. What are state regulations as to length—width—height—weight through which trucks will move?

5. What are product destinations—Short hauls with frequent opening of the doors or long hauls with doors closed?

6. Type of refrigeration to be used—wet ice—dry ice—mechanical refrigeration.

7. What make chassis is body to be mounted on, and is tire capacity large enough to carry gross weight including chassis—body and load?

8. What is the desirable load and body distribution on the rear axle?

9. What advantage has a wheel housed body over a body not equipped with a wheel housing?

10. What colors for painting units are most desirable to reflect sun's rays?



A Division of WILSON & CO.
4100 South Ashland Avenue
CHICAGO, ILLINOIS

Our Research and Engineering Depts. are at your service.

WHEN YOU THINK OF
INSULATION
THINK OF
CORINCO
CORKBOARD-CORK PIPE COVERING
Products and Prices are Right
CORK INSULATION CO., Inc
Gen Offices -154 NASSAU ST. NEW YORK
Branches in Principal Cities
In Chicago: CORINCO INSULATION CO., Inc
Send for Catalog  and Estimates

Investigate **ROCK CORK**

This modern low temperature insulation—
24 years' time-tested

1. Highly efficient
2. Moisture-resistant
3. Completely sanitary
4. Odorless
5. Permanent, mineral composition

NO OTHER low temperature insulation equals Rock Cork in its ability to maintain its high initial efficiency over a long period of years. No other material offers higher resistance to moisture infiltration.

Full Information on Request



Johns-Manville

292 Madison Ave.
New York

two-fifty
A DAY FOR A ROOM WITH BATH
in **DETROIT'S** FINEST HOTEL

Now you can stay at this famous hostelry at no more than ordinary hotel cost.

800 ROOMS
Baker operation makes possible the economy at these outstanding Low Rates.
SINGLE \$2.50 PER DAY
DOUBLE \$3.50 PER DAY

Finest food in electrically cooled Coffee Shop and Dining room

**HOTEL
DETROIT-LELAND**
CASS AND BAGLEY



REFR
The
twenty-
America
gineers,
ber 7,
subjects
erating

Air
were he
Wednes
Glenn
sion wa
all thre
dealing
discusse
comfort
ditionin
Everett
George
Detroit
professo
versity

Therr
sion, W
thermal
from m
absorpt
as affe
structu
fluid fi
were t
Speaker
Gillilan
physics
G. Hecl
search
Pennsy
Bradfor
and C.
Pennsy

Cold
session
ember
was di
ders, a
diffusio
wick d
tion.

The
read at
Handlin
by Cor
Theory
its auth
Pennsy

Plant
plants
session
frigerat
Storage
"Therm
"New
facture
New Y
Consley
York,
New Y
enginee
York C
Com
tion.—

Refrigeration and Frozen Foods

REFRIGERATION ENGINEERING.

The outstanding feature of the twenty-eighth annual convention of the American Society of Refrigerating Engineers, held in New York City, December 7, 8 and 9, was the discussion of subjects of direct interest to the refrigerating engineer at this time.

Air Conditioning.—Four sessions were held, the first convening at 9 a. m. Wednesday, December 7, with president Glenn Muffy in the chair. This session was given over to air conditioning, all three of the papers read at his time dealing with this subject. The subjects discussed were water as a refrigerant, comfort cooling with ice and air conditioning theory. Speakers were John Everetts, jr., engineer, New York City; George B. Bright, consulting engineer, Detroit, Mich., and J. A. Goff, associate professor, mechanical engineering, University of Illinois.

Thermal Problems.—The second session, Wednesday afternoon, considered thermal problems. Heat transmission from metal surfaces to boiling liquids, absorption of heat from solar radiation as affected by types of surfaces in a structure, and characteristic curves for fluid film lubricated journal bearings were the detailed subjects discussed. Speakers were D. C. Cryder and E. R. Gilliland, department of chemistry and physics, Pennsylvania State College; F. G. Hechler, professor of engineering research and E. R. Queer, instructor, Pennsylvania State College, and L. J. Bradford, professor of machine design; and C. C. Davenport, Texaco fellow, Pennsylvania State College.

Cold Diffusion.—Research committee session was held on the morning of December 8. The destiny of engineering was discussed ably by Ralph E. Flinders, author and engineer, and cold diffusion by H. Harrison, of the Brunswick division of the Carrier Corporation.

The student prize paper was also read at this time. Its title was: "The Handling of Bearing Performance Data by Correlation with the Hydrodynamic Theory of Lubrication." It was read by its author, E. M. Barber, a fellow of the Pennsylvania State College.

Plant Refrigeration.—Refrigeration plants were considered at the fourth session. Four papers were read—"Refrigeration in the Brewery," "Cold Storage and Warehouse Refrigeration," "Thermodynamics of CO₂ Cycles," and "New Equipment in Ice Cream Manufacture." Speakers were Fred Opus, New York City; W. E. Zieber and J. C. Consley, York Ice Machinery Corp., York, Pa.; A. B. Stickney, Engineer, New York City; and P. F. Sealey, chief engineer, Reid Ice Cream Corp., New York City.

Commercial and Domestic Refrigeration.—The commercial-domestic refrig-

eration field was the subject of discussion at the last session. L. A. Philipp, research department, Kelvinator Corp., Detroit, Mich., addressed the convention on "Ebullition of Refrigerants." Production layout of a cabinet-making plant was the subject of a paper by H. J. Gerlach, General Electric Co. "Air Conditioning and the Central Stations" was discussed by A. D. McLay, engineer, Detroit Edison Co., Detroit, Mich.

REFRIGERATION NOTES.

Fry Bros., Greenville, Tenn., have let a contract for a fireproof cold storage building to replace the frame structure destroyed by fire recently.

F. C. Lenke, retail meat dealer, Moscow, Ida., has opened a custom cold storage plant in a remodeled brick building at the corner of Washington and Fourth sts.

Fire recently destroyed the plant of the Ripley Storage Co., Covington, Tenn. The loss is placed at \$12,000.

F. W. Scheffler, New York City, has formed a corporation with a capital of \$100,000 to deal in meats and do a general warehousing business.

Independent Ice & Refrigerating Co., Abilene, Tex., is erecting a 35-ton ice manufacturing plant in Tulsa, Okla. The plant is expected to be finished in time to commence operations early next spring.

Columbia Ice Co., Lake City, Fla., has opened a cold storage plant in connection with its ice plant. The new addition will have a capacity of 125,000 lbs. Only meats will be handled during the winter months.

A meat curing plant has been installed in Florence, S. C., by the Florence Ice & Fuel Co.

E. D. Loch, manager of the Southern United Ice Co., McComb, Miss., is at the head of a project to establish a meat packing plant.

King H. Mathews Packing Co., Blytheville, Ark., wholesale meat distributor, is enlarging its cooler facilities and installing additional refrigerating equipment.

Columbia Storage Co., Washington, D. C., has been incorporated with a capital stock of \$50,000. The incorporators are T. Kesterson and John Scoonover.

A new ammonia compressor has been added to the plant of the Loveland Ice & Cold Storage Co., Loveland, O.

Plans for erecting a warehouse next summer are being made by the Central Cheese & Cold Storage Co., Marshfield, Wis.

A new cold storage plant is to be installed at the Post Hospital, Fort Lewis, Wash.

Riviera Fish Co., Riviera, Fla., is considering the erection of a cold storage plant.

Plant of the Wakulla Ice & Cold Storage Co., Crawfordville, Fla., recently destroyed by fire, will be rebuilt.

Fire recently destroyed the plant of the Consolidated Ice & Cold Storage Co., Anaheim, Calif. The loss is estimated at \$200,000.

QUICK FROZEN RABBITS.

Rabbit meat always has been a rather popular article of diet in England and on the Continent. Of late years a considerable trade in rabbits have been carried on with Australia, most of the animals being received in the fur at consuming centers.

The inconvenience of handling rabbit received in this condition and the expense of dressing and cleaning have caused producers and distributors to consider improved methods of preparation and marketing. Instead of simply slaughtering, packing in bulk and freezing, Australian producers are now dressing, packaging and quick freezing. It is thought that this method of preparing rabbit meat for retail sale will be a powerful incentive to increase its consumption.

Rabbits put up in this new way have been on the English market for some time and are reported to have been received favorably by the consumer. Some producers are quick freezing the carcasses in cartons. Others are boning out, packing the meat in attractive containers and quick freezing it. The meat in both instances, it is said, compares very favorably with that from fresh-killed rabbits.

One particularly noticeable feature of this quick-frozen rabbit meat, it is said, is that there is practically no yellowing of the fat such as occurs when the meat is frozen slowly. The meat also retains a very good color and there is very little shrink.

Most of the quick-frozen rabbit meat arriving on the English market is being produced in Sydney by the "Z" method. The product is being supplied in 1-, 5-, and 10-lb. packages.

COLOR DETERMINES CAR HEAT.

Color with which a refrigerated railroad car is painted has much to do with the degree of penetration of solar heat in the car, according to recent tests of engineers of the U. S. Bureau of Agricultural Engineering. The study was made in an effort to determine how heat-insulating material should be distributed on the roof, walls and floors of refrigerated cars.

Less penetration of solar heat through light-colored paints than through others was found. Under like conditions of radiation and exposure to sunshine car surfaces painted red were hotter than those painted yellow, but were cooler than those painted black. It was found also that the difference between air and surface temperatures for stationary cars was about twice as great as for moving cars.

FROSTED FOODS SALES.

W. I. Goodwin, in charge of bulk coffee sales for General Foods Corp. since 1929, has been advanced to vice president of Frosted Foods Sales Corp., in charge of Eastern sales. Assisting Mr. Goodwin as sales manager of the Eastern division will be Ira S. Randall.

Meat Industry Activities

Kurte's Beef Co., 256 Broadway, New York City, N. Y., has been incorporated with a capitalization of 2,500 shares of common stock. J. Levy is incorporator.

Independent Buyers, Buffalo, N. Y., has been incorporated with a capitalization of 100 shares of common stock and \$50,000 preferred. The company expects to engage in the meat packing and dairying business. D. B. Simon, Buffalo, is the incorporator.

Anderson's Meat Market, Viola, Wis., local slaughterers, reports if present business continues it will be necessary to enlarge its slaughtering facilities.

Plans are being made for alterations to the Omaha, Nebr., plant of Armour and Co.

Henry Fischer Packing Co., 1860 Mellwood ave., Louisville, Ky., will complete new additions to its plant by April 1, 1933.

Buckeye Beef Co., Cleveland, O., has been incorporated with a capitalization of 250 shares of no par common stock by Lester Okum, 730 Leader Building.

Peters Sausage & Meat Products Co., 352 South Robert st., St. Paul, Minn., plans an addition to its plant at a cost of \$20,000. A new inside loading dock on the ground floor and a new refrigerating room, 24 ft. x 40 ft., will be among improvements.

Merchants Refrigerating Company, 17 Varick st., New York City, N. Y., plans alterations to its ten-story warehouse at an approximate cost of \$200,000.

Tony Spaeth's packing plant, Spokane, Wash., was recently damaged by fire to the extent of \$5,000.

Albro Packing Co., Springboro, Crawford Co., Pa., plant was recently damaged by fire to the extent of \$19,000.

Lecht Bros., 223 Canal st., Providence, R. I., will remodel slaughter house on Concord st., Pawtucket.

Morris Packing Co., branch plant, 243-45 Walton st., Syracuse, N. Y., was recently damaged by fire to the extent of \$22,000.

Providence Dressed Meat Co., 45 Concord st., Pawtucket, R. I., will erect one-story brick, 100 ft. x 120 ft., meat packing plant to slaughter and process pork and beef and wholesale fresh meats.

Standard Packing Co., Kokomo, Ind., is now enlarging its plant to provide almost double floor space. A new refrigeration system is being installed.

George A. Hormel Co. branch, 2477 Hunter st., Los Angeles, Calif., was recently damaged by fire.

Work on remodeling of Jacob Kieffer Sausage Co. plant, 940 Beech st., St. Paul, Minn., is nearing completion. Remodeling includes two coolers, 30 ft. x 30 ft. and 14 ft. x 16 ft.

Plankinton Packing Co., Milwaukee, Wis., plans improvements to its plant at an approximate cost of \$100,000.

A plant improvement program is reported for the plant of Armour and Company, Milwaukee, Wis., at an estimated cost of \$25,000.

Ciralsky Packing Co., Creekside road, Toledo, Ohio, have recently purchased the former branch plant of Hammond-Standish Co. The company expects to manufacture sausage in the near future.

Layton Co., 236 Muskego ave., Milwaukee, Wis., plans plant improvements at an approximate cost of \$10,000.

Cudahy Brothers Company plans further improvements in its Cudahy, Wis., plant to cost approximately \$110,000.

PACKER HOLIDAY SELLING.

(Continued from page 19.)

danger of it being discarded in favor of some other more impressive or alluring display. If it is intended to occupy but a portion of a window it should be kept accessory and its limitations respected, else the same thing is liable to happen—it will not be used.

Counter displays, display racks, display stands, posters, interior signs and banners are all practical means of promoting holiday packages or products for holiday purchase.

Folders, booklets and other advertising material, whether for distribution in the retail store or through the mail, are valuable holiday package business building aids. Illustrations, mats and complete advertisements for use in local newspapers, either cooperatively or with the dealer standing the entire expense, are other means.

Holiday packages and products should also be tied up with the packer's advertising, both consumer and trade. This should be far enough ahead of time so that the dealer will get the benefit of the demand created. In the case of advertising directed to the dealer, it should be done sufficiently in advance so that he will have plenty of time to order and stock the items.

Sources of Extra Sales.

The holiday season also offers the packer the opportunity to obtain an extra volume of sales from sources not usually available. Many manufacturers of packaged goods have been exceptionally active and successful in developing new channels of distribution. Department stores are always looking for gift items, and this applies as well in their food departments as elsewhere. Even though they may not regularly stock such items they often are willing to take on packaged items as specials for the holiday season.

Many factories, stores, banks and

such organizations give gifts to their employees at Christmas time. The packer may be able to have one or more of his products included when a gift food basket is the gift. Sales of this type are easily handled and profitable because shipments are made in bulk and the selling expense is small.

Now is none to early to begin thinking about holiday meat merchandising. Even after the merchandising plan is worked out there may be a number of things that take time—Christmas designs may have to be made, wrappers and containers may have to be ordered, advertising material may have to be prepared—and all of this must be done in plenty of time for the dealer to place his orders.

LOS ANGELES LIVESTOCK SHOW.

Packers, retail meat dealers and market agencies gave active support to the seventh Great Western Livestock Show, held at the Los Angeles Union Stock Yards, November 25-30, 1932. Retail meat dealers in the Los Angeles area distributed large numbers of complimentary tickets among their patrons and urged them to visit the show and see choice meat on the hoof. Packers and chain stores featured the show in their advertisements and other publicity.

Carlot exhibits of fat cattle were among the largest in the history of the show, as was the individual steer exhibit. The lamb and hog entries were smaller but of high quality.

Frank M. Hauser, president of the Hauser Packing Co. and owner of the Pioneer Market in Santa Monica, was a prominent patron of the show, buying not only the grand champion steer but the grand champion lamb. For the latter he paid \$4.10 per pound, the highest price paid at any stock show in the United States this year. The lamb was a fine type Southdown and commanded much attention, Paul Cornelius of Cornelius Bros., Ltd. bidding \$4.00 per pound for him, which Mr. Hauser topped.

What was termed "one of the sweetest small packages of beef ever exhibited" was in the form of a 680-lb. Hereford calf which carried off the grand championship and for which Mr. Hauser paid 90c per pound. Both the champion lamb and the champion steer were bought for the Pioneer Public Market. Mr. Hauser also purchased last year's grand champion.

T. J. Messick, who operates a chain of markets in Southern California, bought the 900-lb. steer which was close competitor for the championship, paying 37c per pound. Mr. Messick also bought the grand champion carlot of steers.

Adolph Miller, president Union Packing Co., Los Angeles, bought the champion in the boys' and girls' contest, paying 18c per pound, as well as the champion Angus steer for 15c per pound, both for hotel accounts. Representatives of Wilson & Co., Cudahy Packing Co., distributors, Great Atlantic & Pacific Tea Co., and Safeway-Piggly Wiggly, E. E. Barton, president of the Los Angeles retail meat dealers, and many other packer, chain store and retailer buyers were on hand. All participated in the bidding, as a result of which all exhibit animals sold above the market.



UTILITY CONTAINERS POPULAR.

One popular method of merchandising an assortment of Christmas meats is to pack them in a container which has utility after reaching the home of the purchaser. Fancy gift baskets are used by some packers for wrapped and packaged meat products.

A Page for the Packer Salesman

There Is No Selling

When the Order Is Accepted at The Customer's Terms

The first step in selling is to make the prospect want what is offered.

When the process is reversed—if the salesman wants the order worse than the prospect wants the merchandise—then the transaction becomes mere order taking, generally at the customer's terms.

How this point was brought home to one packer salesman is related in the following letter:

Editor THE NATIONAL PROVISIONER:

You may be interested in an experience of mine which grew out of a letter from a meat retailer published on the Salesman's Page of the November 23 issue of THE NATIONAL PROVISIONER. In this letter some practices by salesmen, to which the retailer objected, were recounted.

This letter was valuable to me, as it was a reminder of some of the faults I unconsciously have been committing and which I have since tried to correct.

I showed this article to one of my customers—an old timer who got his first job in a meat store in 1900, and who has been operating a business of his own for many years.

Advice From An Old Timer.

"You young fellows are all right," he said. "You are hard workers, sincere and are honestly trying to do a good job. On the whole I have no complaints to find with you.

"But I sometimes think you take yourselves too seriously and are too easily satisfied with results. Most of you think you are good salesmen. Well, you're not.

"I haven't been sold an order for so long I can't remember. You think you are selling me; I know I am selling you. Do you get the distinction?

"Perhaps a story of an experience I had recently will illustrate the point. I had decided to buy a new car; in fact, I had decided on what I wanted. But to make things interesting I called three automobile sales agencies and asked that salesmen be sent to talk over matters.

Who Did the Selling?

"All three arrived in a hurry. We went into all details of the various makes—horse power, free wheeling, wire wheels, wheel base, etc. Finally I signed an order for the car I had in-

tended to purchase all the time. The salesman left, highly elated.

"He thought he had sold me a car in competition with two other salesmen. He had not. *What really happened was that I sold him my old car, getting for it nearly twice what it was worth.*

"Now, in the old days—"

What followed is of little consequence so far as the points I want to make are concerned. What I have thought a lot about since this story was told me is: What did the sales agency do with the old car it bought from my customer for twice what it was worth?

I had thought I had been doing a pretty good selling job in my territory. My tonnage has held up well, and I have lined up considerable new business. But have I been as good as I thought I was?

How many times have I thought I sold a customer, when in reality the customer simply gave me an order because I accepted his terms? How many times have I bought an old car on which my firm lost money, when I might just as well have sold a new car at a profit?

Faults of the Salesman.

My faults have been:

1—I wanted business more than the customers wanted the merchandise I had to sell.

2—I have lost standing with the trade because of the weak selling tactics I have been using.



KNOWS ALL SELLING ANGLES.

W. F. Rayhill, sales manager, Rochester Packing Co., Rochester, N. Y., efficient merchandiser and popular and progressive leader of salesmen.

Note how advantage is taken of salesmen's cars to feature the Arpeako trade mark.

3—I have not been thoroughly sold on the products on my list. I never have realized they are worth what is asked for them.

4—I do not have the confidence of my customers. They are not sure that I give them as good breaks as I give their competitors.

5—I have been afraid of the salesmen of competing firms—have not trusted them—never being sure they are not trying to put something over.

6—I have been influenced too much by what has been told to me, and have permitted others to make my prices.

How many packer salesmen will plead guilty to these faults, just as I have?

Yours truly,

PACKER SALESMAN.

MEAT FOR CHRISTMAS GIFTS.

Christmas is close at hand. People are beginning to think about Christmas gifts—what they will give to relatives and friends. There probably will be many food baskets distributed this year to needy families. The season offers the opportunity for the meat retailer to do considerably more than his average volume of business.

"Many retailers who go after Christmas business do not start early enough," one packer salesman said recently. "Most housewives, I find, have lists of people they intend to remember on Christmas. Quite often an appropriate gift for each one is not thought of on the spur of the moment. The housewife shops and looks around for suggestions.

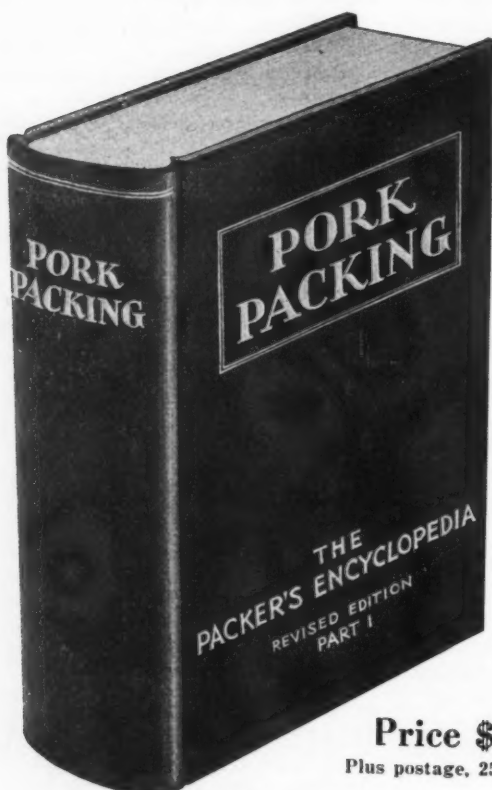
"The retailer often loses a sale because he takes no steps to suggest meats and food baskets sufficiently previous to Christmas to interest shoppers before they have completed their gift buying. Once a woman has decided on a gift for a particular person she is not liable to change her mind. Getting her to think about gift food baskets and meats for Christmas sufficiently in advance would bring to the meat industry much money that now goes to other businesses.

"For many years I have suggested to my customers that they start talking meat gift giving well in advance—at least three weeks before December 25. The point is to get the housewife to think of meat as gifts before the thought of giving something else becomes fixed in her mind.

"One retailer who does a nice Christmas business prepares a gift basket which he places on display several weeks before Christmas. Accompanying it is a sign which advises consumers to place orders for gift baskets early. Displayed in a prominent place in the store is also a large sign which reads: "Give meats this year. We prepare all kinds of gift food baskets. Tell us what you want to pay—we will do the rest."

Mr. Pork Packer:—

Ask Yourself These Questions



Price \$6

Plus postage, 25c

Bound in flexible leather, \$1 extra.
Foreign orders \$6.25, U. S. funds

For the Sausage Maker

Chapter XIV: Stuffing the casings—Handling large sausages—Use of cookers and vats—Avoiding mold and discoloration — Trimmings — Curing — Mixing — Chopping and stuffing—Casings—Surface mold—Dry sausage—Sausage cost accounting—Sausage formulas—Manufacturing instructions—Container specifications—Preparing boiled hams—Making baked hams.

Am I getting the highest possible yields from products?

Are all my operations as efficient as they could be?

♦ ♦ ♦

Utilizing the hog carcass to best advantage is a day-to-day problem. Only by studying markets and checking against tests of the best experience can profitable results be secured in daily plant operation.

This book is designed to show the pork packer how to operate to best advantage. It is a "test book" rather than a "text book." Figuring tests is emphasized and important factors in operation in all departments are discussed. (See chapter headings.)

It is NOT an academic presentation of the routine of pork packing. It IS a practical discussion of best methods for getting results, *backed up by test figures*, which every alert pork packer needs and should have.

CHAPTER HEADINGS

- | | |
|--------------------------------------|---------------------------------|
| I—Hog Buying | XI—Curing Pork Meats |
| II—Hog Killing | XII—Soaking and Smoking Meats |
| III—Handling Fancy Meats | XIII—Packing Fancy Meats |
| IV—Chilling and Refrigeration | XIV—Sausage and Cooked Meats |
| V—Pork Cutting | XV—Rendering Inedible Products |
| VI—Pork Trimming | XVI—Labor and Cost Distribution |
| VII—Hog Cutting Tests | XVII—Merchandising |
| VIII—Making and Converting Pork Cuts | |
| IX—Lard Manufacture | |
| X—Provision Trading Rules | |

An Ideal Christmas Gift—Order Now

BOOK DEPARTMENT—THE NATIONAL PROVISIONER
407 South Dearborn Street ♦ ♦ ♦ Chicago, Illinois

Provision and Lard Markets

WEEKLY REVIEW

Trade Moderate—Market Weak—Lard at New Lows—Hogs Weak—Hog Run Larger—Cash Trade Slow—Corn at New Lows.

Market for hog products the past week continued to experience a rather limited volume of trade and a very weak situation. As a result, lard went into new low grounds for the season, while the hog market was within striking distance of the lowest levels since 1878. The outstanding depressing factor was the action in live hogs, although new lows in corn had considerable effect at times. Likewise, a slow cash lard trade and complaints of slow distribution of meats were factors of importance.

Commission house liquidation in lard continued, holders becoming discouraged over the general situation and the immediate outlook. This was brought partly by hedging pressure from packinghouse interests. At the same time there was evidence of buying by packers, presumably lifting of hedges, but this was not sufficiently large to absorb the selling that persistently dragged lard into new low ground.

Action of the market was rather surprising in view of the moderate available stocks, but was determined largely by supply and demand. Run of hogs to market was on the increase, forecasting larger production. Demand appeared to have fallen off to quite small proportions.

Hog Prices Down.

Receipts of hogs at western packing points last week were 535,400 head, compared with 381,300 head the previous week, but were decidedly smaller than the same week last year, when arrivals were 847,200 head. Movement was sufficient, together with the cash situation, to force down average price of hogs at Chicago to around 3.20c, or to within 5c of the lowest levels since 1878.

Average price compared with 3.25c a week ago, 4.35c a year ago, and 8.25c two years ago. Incidentally, top hogs at Chicago were down to around 3.35c, and also within 5c of the lowest mark in 54 years.

Average weight of hogs received at Chicago last week was 232 lbs., compared with 233 lbs. the previous week, 221 lbs. a year ago, and 224 lbs. two years ago.

Lard Stocks Decrease.

Official production of lard during October was 112,063,000 lbs., compared with 116,124,000 lbs. the same month last year, and a five-year October average of 110,715,000 lbs. Number of swine slaughtered during October was 3,604,784 head, against 3,771,779 head the same time last year.

Average cost per 100 lbs. during the month was \$3.47, against \$3.99 in September and \$5.03 last year. Average

yield was 75.01 per cent, against 74.86 per cent in September and 74.14 per cent a year ago. Average weight during the month was 225.43 lbs., against 235.60 lbs. in September and 219.36 lbs. in October last year.

Lard stocks at Chicago during November decreased 5,975,000 lbs. and were only about half those of a year ago. Official exports of lard for the week ended November 26 were 7,089,000 lbs., against 7,757,000 lbs. last year. Exports from January 1 to November 26 have been 498,853,000 lbs., against 504,164,000 lbs. the same time last year. Of the week's exports the Netherlands took 4,105,000 lbs.; Germany, 1,572,000 lbs.; the United Kingdom, 542,000 lbs., and other countries, 870,000 lbs.

Exports of hams and shoulders, including Wiltshires, for the week were 981,000 lbs., against 572,000 lbs.; bacon, including Cumberlands, 498,000 lbs., against 580,000 lbs.; pickled pork, 284,000 lbs. against 68,000 lbs. last year.

According to the Institute of American Meat Packers, an increase in sales of pork products, especially hams, bacon, dry salt meats and lard, featured the meat trade during November. With the exception of dry salt meats and lard, however, sales were made at prices lower than prevailed during October. Wholesale prices of dressed beef moved lower during the month,

but wholesale prices of dressed lamb were substantially higher. Export trade in meat and meat products was rather quiet.

PORK—Demand was moderate, and the market was barely steady. Mess at New York was quoted at \$15.25 per barrel; family, \$16.00 per barrel; fat backs, \$10.50@12.75 per barrel.

LARD—Demand, both domestic and export, was moderate, and the market was easier. Prime western at New York was quoted at 4.40@4.50c; middle western, 4.30@4.40c; New York City tierces, 4c; tubs, 4¼@4½c; refined continent, 4½c; South America, 4½c; Brazil kegs, 5½c; compound, car lots, 6c; smaller lots, 6¼c.

At Chicago, regular lard in round lots was quoted at 17½c over December; loose lard, 45c under December; leaf lard, 45c under December.

See page 34 for later markets.

BEEF—Demand was moderate. At New York, mess was nominal; packet, nominal; family, \$12.00@13.00 per barrel; extra India mess, nominal; No. 1

canned corned beef, \$1.97½; No. 2, \$3.90; 6 lbs. South America, \$12.00; pickled tongues, \$33.00@35.00 per barrel.

Low Prices Weaken Cut-Out Value

Weakness in fresh and cured meat and lard markets was reflected in hog prices and served to overbalance the favorable supply factor in the live market. Receipts at 389,000 head at the twelve principal markets compared with 410,000 for the same period a week earlier and 564,000 in the corresponding period a year ago.

Fresh pork trade was weak in Chicago as well as at all other principal consuming centers but showed some improvement at Chicago with the advent of cold weather toward the close of the period. In the cured meat and lard markets demand was weak and prices declined.

Quality of hogs was good with the

bulk at Chicago ranging from 180 to 280 lbs. Heavy weights were in small supply but the call for these kinds was limited, with a fairly dependable outlet for the limited receipts of packing sows.

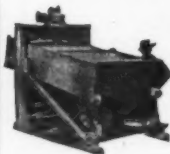
High top for the week was \$3.50 with a low top of \$3.30 equal to the low of the century. On the closing day of the period prices strengthened and closing top was \$3.40.

The following test on four averages of good quality butcher hogs is based on averages of prices appearing in THE NATIONAL PROVISIONER DAILY MARKET SERVICE for the four-day period. Representative costs and credits on the Chicago market are used. Cutting losses exceed those of a week ago in spite of the slightly lower average price of hogs.

	100 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	275 to 300 lbs.
Regular hams	\$.93	\$.78	\$.74	\$.68
Picnics	.27	.24	.22	.19
Boston butts	.20	.20	.20	.20
Pork loins	.73	.63	.55	.47
Bellies, light	.63	.55	.38	.12
Bellies, heavy	..	..	.14	.33
Fat backs	.05	..	.12	.18
Plates and jowls	.06	.06	.06	.07
Raw leaf	.06	.06	.06	.06
P. S. lard, rend. wt.	.43	.48	.43	.40
Spare ribs	.06	..	.06	.06
Regular trimmings	.05	.05	.05	.06
Feet, tails, neckbones	.04	.04	.04	.04
Total cutting value (per 100 lbs. live wt.)	\$3.45	\$3.18	\$3.05	\$2.85
Total cutting yield	68.50%	69.50%	71.00%	72.00%
Crediting edible and inedible offal to the above cutting values and deducting from these totals the cost of well finished live hogs of the weights shown, plus all expenses, the following results are secured:				
Loss per cwt.	\$.22	\$.45	\$.50	\$.60
Loss per hog	.37	.90	1.10	1.72



Grinders — Screens for By-Products



Heavier construction and many exclusive improvements have made Williams Hammer Mills an overwhelming favorite with American packers and renderers. Grind tankage, bones, greasy cracklings and hash dry rendering materials. 30 sizes and types. For screening greasy cracklings, etc., let us tell you about the "KAMTAP" vibrating screen.

Williams Patent Crusher & Pulverizer Co.
2708 N. Ninth St., St. Louis, Mo.

Chicago New York San Francisco
37 W. Van Buren St. 15 Park Row 326 Rialto Bldg.



WILLIAMS
OLDEST AND LARGEST BUILDERS OF HAMMERMILLS IN THE WORLD
PATENT CRUSHERS GRINDERS SHREDDERS

OCEAN FREIGHT RATES CUT.

Traffic executives of the North Atlantic steamship lines and the export committee of the Institute of American Meat Packers met this week to discuss 1933 contract rates on packers' shipments to the United Kingdom and the Continent. Representatives of the gulf lines participated in the conference.

Rates on provisions in ordinary stowage from north Atlantic and gulf ports are to be reduced by 5c per 100 lbs. This agreement would reduce the rate on lard to Hamburg-Bremen to 40 cents and to Rotterdam-Antwerp to 37½ cents. On frozen boxed meats where refrigeration from 18 to 20 degrees is supplied a reduction in rate from \$1.10 to \$1.00 is provided. On offal where refrigeration is 18 to 20 degrees the rate is to be lowered from \$1.10 to 95 cents. On products requiring refrigeration from 25 to 30 degrees the rate is to be reduced from 75 cents to 68 cents, while on 35 to 45 degrees refrigeration the rate is to be changed from 70 to 63 cents. North Atlantic shippers have the right to utilize the "K" line service up to 15 per cent of annual traffic.

The gulf lines agreed to the same schedule of rates but reserved the right to accord their shippers the same as the "K" line rate on 15 per cent of each shipment. The gulf also signified intention to adopt the contract system and notified intention to adhere to the

5-cent arbitrary on provisions in cooled space.

Rates to the French Atlantic did not enter into the discussion.

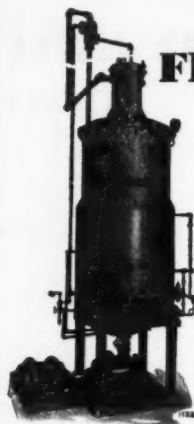
The new rates will become effective upon signing of contracts by a majority of the shippers.

INSTITUTE SAFETY AWARDS.

Thirty-seven plants of member companies of the Institute of American Meat Packers operated during October without a lost-time accident and either retained or received Institute Safety Award Pennants, according to an Institute bulletin issued recently by president William Whitfield Woods.

Four of the plants have now had pennants for 10 months. They are: Abraham Bros. Packing Co., Memphis, Tenn.; Armour and Company, Milwaukee, Wis.; Interstate Packing Co., Winona, Minn.; Mutual Sausage Co., Chicago, Ill.

The remaining 33 plants to which pennants were awarded are: Abraham Bros. Packing Co., Memphis, Tenn.; Albany Packing Co., Albany, N. Y.; J. H. Allison & Co., Chattanooga, Tenn.; Armour and Company, Fargo, N. D.; Armour and Company, Huron, S. D.; Armour and Company, East St. Louis, Ill.; Armour and Company, Sioux City, Ia.; Armstrong Packing Co., Dallas, Tex.; Burns & Co., Ltd., Edmonton, Canada; Burns & Co., Ltd., Prince Al-



The New FRENCH COOKER

Interests You Because
**IT OUTLASTS OTHER TYPES
REDUCES ODORS
COOKS QUICKLY,
EFFICIENTLY
OPERATES MORE EASILY
IS STURDILY BUILT**

We invite your inquiries

**The French Oil Mill
Machinery Company**

Piqua

Ohio

SCRAP PRESS

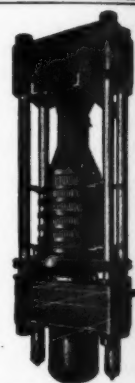
300 to 1200 Tons

Hydraulic Crackling Ejector
Hoop guided on Rods
Quality High, Price Low

Ask us about them

**Dunning & Boschert
Press Co., Inc.**

362 West Water St.
Syracuse, N. Y., U. S. A.
Established 1872



bert, Canada; Burns & Co., Ltd., Regina, Canada; Burns & Co., Ltd., Winnipeg, Canada; Jacob E. Decker & Sons, Mason City, Ia.; Dold Packing Company, Omaha, Neb.; Dunlevy-Franklin Co., Pittsburgh, Pa.; Du Quoin Packing Co., Du Quoin, Ill.; C. A. Durr Packing Co., Utica, N. Y.; Eckert Packing Co., Henderson, Ky.; Field Packing Co., Bowling Green, Ky.; Field Packing Co., Owensboro, Ky.; Adolf Gobel, Inc., Boston, Mass.; Adolf Gobel, Inc., C. Lehmann Packing Co., Brooklyn, N. Y.; Adolf Gobel, Inc., Merkel, Inc., Jamaica, N. Y.; Edward Hahn, Johnstown, Pa.; Hammond Standish & Co., Detroit, Mich.; Hygrade Food Products Corp., Parket-Webb division, Detroit, Mich.; E. W. Penley, Auburn, Me.; Phillips Genuine Sausage Co., Washington, D. C.; Reynolds Packing Co., Union City, Tenn.; Steiner Packing Co., Youngstown, O.; Union Meat Co., San Antonio, Tex.; Wilmington Provision Co., Wilmington, Del.; Wilson Provision Co., Peoria, Ill.

Average accident frequency rate for all plants reporting for October was 17. This is the lowest monthly rate so far reported. Seven out of 13 plants reporting under Class B received pennants for operating without lost-time accidents during October. This is the highest number receiving pennants in this class since the awards were initiated. Class B includes plants having 250,000 to 500,000 man-hours per year.

Twenty-two plants reporting had only one lost-time accident during October and 13 plants had only two lost-time accidents.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The feature in the tallow market in the East the past week was the development of renewed weakness. Indications were that upwards of 500,000 lbs. changed hands. Sales of extra were made at 2½¢ f.o.b. New York, followed by business at 2¼¢ f.o.b., a decline of ¼¢ from the levels ruling the previous week. Action of the market was due to more of a tendency to market supplies, producers apparently being influenced by heaviness in the general commodity situation.

Consumers demand was not active, but buyers took hold readily on concessions, and were persistently showing interest under the market. At New York, special loose was quoted 2½¢ nominal; extra, 2¼¢ f.o.b.; edible, 4¢ nominal.

At Chicago, trade in tallow was rather quiet, but the market was irregularly lower. A scattered demand was reported. Larger producers were not inclined to offer for later shipment. At Chicago, edible was quoted at 3¼¢; fancy, 3½¢; prime packer, 3¼¢; No. 1, 2¼¢; No. 2, at 2¼¢.

There was no tallow auction at London this week. At Liverpool, Argentine good beef tallow, December-January shipment, was unchanged at 23s 9d. At Liverpool, Australian good mixed, December-January shipment was unchanged at 24s 3d.

STEARINE—Another quiet week passed in the stearine market in the East. Consumers showed routine interest, and the market for oleo at New York about steady at 4¼¢. At Chicago, conditions were also quiet. Oleo was quoted at 4¢.

OLEO OIL—Routine conditions again ruled the market, with little or no disposition to anticipate the future in evidence. At New York, extra was quoted at 5½¢; prime, 4½¢; lower grades, 5¢. Market ruled about steady. At Chicago, interest was moderate. Extra was quoted at 5½¢.

See page 34 for later markets.

LARD OIL—Situation ruled unchanged the past week. Prime at New York was quoted at 8¼¢; extra winter, 7½¢; extra, 7¢; extra No. 1, 6½¢; No. 1, 6¼¢; No. 2, 6¢.

NEATFOOT OIL—There was little new in the market the past week, the trade showing a tendency to mark time. At New York, pure was quoted at 8¢; extra, 6¼¢; No. 1, 6½¢; cold test, 12½¢.

GREASES—Operations in the East were on a moderately active scale, but the trend was downward. Prices were off ¼¢ from the previous week, being influenced by limited demand and following renewed weakness in tallow. Producers were reluctant to press offerings, while consumers appeared interested only at concessions. The unsettled general commodity trend cut some figure, but the approaching year end holidays appeared to have slowed up interest to some extent.

At New York, yellow and house were quoted 2¼¢@2½¢; A white, 2½¢@2¾¢;

B white, 2½¢; choice white for export, 3½¢@3¾¢.

At Chicago, trade in greases was moderate and the market was irregularly lower. There was no pressure from the larger producers for later shipment. Offerings of choice white and intermediate grades, however, showed some increase, and as far as nearby demand was concerned, were disappointing. At Chicago, choice white was quoted at 2¼¢@3¢, with reports current of sales at 2¼¢. A white was quoted at 2¼¢@2½¢; B white, 2½¢@2¾¢; yellow, 2¼¢@2½¢; brown, 2¢.

By-Products Markets

Blood.

Chicago, Dec. 7, 1932.

Last sales at \$1.00. Further quantities reported available at this price.

	Unit	Ammonia.
Ground and unground.....		@\$1.00

Digester Feed Tankage Materials.

Trading slow. Last sales of high grade unground at \$0.85 & 10¢.

	Unit	Ammonia.
Unground, 10 to 12% ammonia...\$.85	@	1.10 & 10¢
Unground, 8 to 10% ammonia....		1.25@1.50 & 10¢
Liquid stick		@.50m

Dry Rendered Tankage.

Fair quantities of product moving. Offerings are not liberal.

Hard pressed and exp. unground	per unit protein	.....\$ .35	@	.37½
Soft prod. pork, ac. grease & quality, ton				@18.00
Soft prod. beef, ac. grease & quality, ton				@14.00

Packinghouse Feeds.

Trading is not brisk. Prices largely nominal.

	Per Ton.
Digester tankage, meat meal.....	\$20.00@25.00
Meat and bone scraps, 50%.....	25.00@30.00
Steam bone meal, special feeding	per ton
Raw bone meal for feeding.....	19.00@20.00
	21.00@22.00

Fertilizer Materials.

Trading continues slow. Prices are nominal.

High grd. ground, 10@12% am...\$.90	@	1.00 & 10¢
Low grd., and ungr., 6-9% am...		.90@1.00 & 10¢
Bone tankage, ungrd., low gd.,		
Hoof meal	10.00@12.00	
	@	.80

Bone Meals (Fertilizer Grades).

Stocks of ground steam bone meal very light. Inquiries are not numerous.

Steam, ground, 3 & 50.....	\$19.00@20.00
Steam, unground, 3 & 50.....	@13.00

Gelatine and Glue Stocks.

Trading continues very light. Prices are largely nominal.

	Per Ton.
Klip stock	\$10.00@12.00
Calf stock	15.00@18.00
Sinews, plizles	@10.00
Horn piths	16.00@17.00
Cattle jaws, skulls and knuckles...	@18.00
Hide trimmings (new style).....	4.00@ 6.00
Hide trimmings (old style).....	6.00@ 8.00
Pig skin scraps and trim., per lb....	@2½¢m

Horns, Bones and Hoofs.

Offerings of packer bones limited.

	Per Ton.
Horns, according to grade.....	\$30.00@150.00
Mfg. shin bones	65.00@110.00
Cattle hoofs	@ 10.00
Joint bones	@12.00m

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

Some bids in market for winter coil dried at \$15.00; producers asking \$20.00.

Summer coil and field dried.....	¼@ 1c
Winter coil dried.....	¼@ 1c
Processed, black winter, per lb.....	3 @ 3¼¢
Processed, grey, winter, per lb.....	2 @ 2½¢
Cattle, switches, each.....	¼@ 1c

*According to count.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Dec. 7, 1932.

Ground tankage was sold this week at \$1.30 and 10¢ and one extra good lot sold at \$1.50 and 10¢, but this lot was for January delivery.

Unground tankage is offered at about \$1.20 and 10¢ basis f.o.b. New York, but some outside lots are offered at prices quite a little under this price. South American tankage for December shipment from South America high grade ground about 10/12 per cent ammonia sold at \$1.70 and 10¢ c.i.f. an Atlantic port.

Unground dried fish scrap is higher in price in Virginia, due to the small stocks now available.

Sulphate of ammonia is being offered at concessions from domestic producers' quotations.

FAT MARKETS IN FRANCE.

(Special Report to The National Provisioner from Emmanuel Welfling and A. Bloch.)

Paris, December 1, 1932.

French market for lard was firm during November, and importation of American prime Western steam lard has been possible up to \$12.00 per 100 kilos, in tierces, c.i.f. French ports. Actual sales for January and February shipment at this figure appear to be still possible.

Official quotations at Paris for technical tallow have ranged from 162.50 francs to 157.50 francs per 100 kilos during the month.

Some cotton oil sales were effected, the product coming from European countries, at a parity of about 246 to 255 francs per 100 kilos, in barrels, c.i.f. French ports, for superior grades of refined oils.

DUTCH TAX ON EDIBLE FATS.

A Dutch sales tax on edible fats amounts to 14¢ per kilo on lard, while fats other than lard, which may be butter or margarine, will be subject to twice this amount, or 28¢ per kilo. This tax is imposed under the crisis dairy law. Unmelted fat is subject to an import quota restriction, effective October 11 for one year to October 1, 1933. Under this quota the import of unmelted fat from any country is prohibited so far as it amounts to more than 100 per cent of the quantity of that product imported at an average during 1929, 1930 and 1931.

MARGARINE MATERIALS USED.

Oleomargarine produced and materials used in manufacture during Oct., 1932, with comparisons:

Ingredients of uncolored margarine:	Oct. 1932, lbs.	Oct. 1931, lbs.
Butter	11,505	3,329
Cocanut oil	11,854,848	13,721,855
Corn oil	1,094	27,182
Cottonseed oil	1,253,055	1,416,012
Derivative of glycerine	31,039	22,289
Leclithin	88	595
Milk	4,595,522	5,976,072
Neutral lard	943,422	1,263,421
Oleo oil	1,207,594	1,849,834
Oleo stearine	271,250	475,280
Oleo stock	30,167	31,908
Palm oil	9,100	20,771
Peanut oil	204,194	464,814
Salt	1,163,992	1,612,775
Sesame oil	52,710	52,710
Soda (benzoate of)	6,339	3,115
Soya bean oil	1,315	1,315
Whale oil	150	150
Total	21,583,398	26,985,427
Ingredients of colored margarine:		
Butter	125	40
Cocanut oil	64,904	136,891
Color	163	739
Cottonseed oil	16,787	63,562
Derivative of glycerine	3	43
Milk	50,449	165,604
Mustard oil	157	157
Neutral lard	16,346	60,854
Oleo oil	36,075	149,971
Oleo stearine	1,590	6,601
Oleo stock	745	9,415
Palm oil	4,600	15,600
Peanut oil	2,684	7,982
Salt	11,305	45,390
Soda (benzoate of)	6	29
Whale oil	117	117
Total	205,922	662,225
Grand total	21,789,320	27,647,652

OLEO TAX NOT COLLECTED.

Oklahoma voters at the general election turned down the referendum seeking the repeal of the law which levies a tax of 10c lb. on margarine. This tax was levied by the 1931 legislature, but no attempt can be made to enforce the law until funds are provided. Governor Murray vetoed the \$3,000 appropriation made for this purpose, and suggestions that certain state officials take over the job without extra pay were objected to by the state attorney general. His contention was that handling collection of the tax in this manner would be illegal.

OLEO TAXED.

Margarine production and margarine on which tax was paid during October, 1932, as reported by margarine manufacturers to the U. S. Bureau of Internal Revenue, with comparisons:

	Oct. 1932, lbs.	Oct. 1931, lbs.
Uncolored	19,358,643	23,439,119
Colored	168,943	526,324
Total	19,527,586	23,965,443
Uncolored margarine withdrawn, tax paid		19,500,840
Colored margarine withdrawn, tax paid		48,852

VEGETABLE OIL EXPORTS.

Exports of cottonseed oil, cocoanut and other edible oils from the United States during October, 1932, are reported by the U. S. Department of Commerce as follows:

	Lbs.	Value.
Refined cottonseed oil	697,580	\$46,611
Soybean oil	100,264	6,496
Corn oil	25,198	1,946
Vegetable oil lard compounds	134,634	13,029
Cocanut oil, crude	1,383,487	52,011
Cottonseed oil, crude	4,768,870	160,590

In addition to the above, there was shipped to the insular possessions, 101,565 lbs. of refined cottonseed oil, 121,357 lbs. of corn oil and 263,926 lbs. of vegetable oil lard compounds.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Dec. 7, 1932.

Cottonseed meal market was dull and uninteresting, with little interest evidenced throughout most of the session by either buyers or sellers. Trading continued to drag until near the close. Then, owing to scarcity of offerings, sales of February were made at \$12.50 against a close of \$12.40 yesterday; March, \$12.85, an advance of 20c. Any weakness apparent was in the nearby months, with December closing at \$11.60 bid, against early sales of \$12.00.

There was little in the news affecting meal and little encouragement was offered from a constructive standpoint in outside conditions. Traders, while inclined to look for a very bearish report on December 12, are at the same time more or less cautious in assuming any definite position, pending publication of the report. Little or no improvement is reported in the cash situation.

Cottonseed market was only moderately active, with no changes in prices. January sold at \$10.00; March, \$11.00. Little interest was manifest by traders in general. There seems some interest in switching the earlier months into the later positions, apparently on the theory that the market may show some deferred strength once the seed movement is over.

CRUSHERS WIN WAR CLAIMS.

Claims against the government, totaling more than \$6,000,000, held by practically all cottonseed crushers in business during the world war, will be expedited by the decision of the federal court of claims in approving an award to the Farmers & Ginners Cotton Oil Co., Hazelhurst, Miss. The court held that after the armistice the government broke a contract to purchase cotton lint for munitions at a set price, and that the crushers are entitled to the difference between what they actually received for their linters and what they would have received had the contract been carried out.

The first test case was decided adversely to the government by the court of claims in June, 1930, in the case of the Hazelhurst Oil Mill & Fertilizer Co., but in the case just decided the government raised some additional defense points, all of which were overruled.

As there are some 300 cases in the group, the court will not make special awards of payment until the accounts have been re-audited. The court ruled that an adjustment should be made for the fact that the hulls left from the cutting of commercial type linters brought a higher price than they would have brought had munition type linters been cut from them.

MORE CRUDE OIL TO CANADA.

Exports of crude cottonseed oil from the United States, practically all of which went to Canada, increased from 3,173 barrels in September to 12,000 barrels in October. Canadian refiners apparently are taking advantage of the prevailing low price to fill their storage tanks before the new tariff goes into effect.

COTTON OIL MARKETS.

COTTONSEED OIL—Store oil demand was quiet, and market was easier with futures. At New York, Southeast crude was quoted 78 points under January; Valley, 91 under January; Texas, 128 points under January.

Market transactions at New York:

Friday, December 2, 1932.

	Range	Closing
Sales	High	Low
Spot		350 a Bid
Dec.		353 a 365
Jan.		363 a 373
Feb.		365 a 380
Mar.		377 a 380
Apr.		377 a 387
May		385 a 390
June		387 a 397
July	3 398	398 398 a

Sales, including switches, 3 contracts. Southeast crude, 88c under January.

Saturday, December 3, 1932.

Spot	345 a Bid
Dec.	353 a 360
Jan.	363 a 370
Feb.	365 a 375
Mar.	375 a 380
Apr.	377 a 387
May	385 a 389
June	386 a 396
July	396 a 400

Sales, including switches, none. Southeast crude, 88c under January.

Monday December 5, 1932.

Spot	345 a Bid
Dec.	351 a 360
Jan.	359 a 364
Feb.	362 a 375
Mar.	376 a 378
Apr.	376 a 386
May	1 385 385 384 a 388
June	386 a 396
July	11 398 398 393 a 397

Sales, including switches, 19 contracts. Southeast crude, 84c under January.

Tuesday, December 6, 1932.

Spot	345 a Bid
Dec.	1 350 350 349 a 355
Jan.	355 a 363
Feb.	360 a 375
Mar.	370 a 376
Apr.	373 a 385
May	1 385 385 382 a 385
June	383 a 393
July	2 396 395 392 a 396

Sales, including switches, 4 contracts. Southeast crude, 80c under January.

Wednesday, December 7, 1932.

Spot	345 a Bid
Dec.	2 347 347 346 a 355
Jan.	1 355 355 353 a 357
Feb.	358 a 372
Mar.	371 a 374
Apr.	370 a 380
May	2 382 382 380 a 385
June	382 a 392
July	392 a 395

Sales, including switches, 5 contracts. Southeast crude, 78c under January sales.

Thursday, December 8, 1932.

Spot	335 a
Dec.	345 345 335 a 346
Jan.	345 345 345 a 360
Mar.	360 360 363 a 366
May	381 370 375 a 389

See page 34 for later markets.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Quiet—New Lows Established—Cash Demand Moderate—Outside Weakness Factor—Speculative Interest Small—Crude Fairly Steady.

Another quiet week passed in cotton oil futures, aside from the establishment of new low levels for the season. There was little or nothing to stimulate operations within the market. As a result, a draggy tone was evidenced almost daily, with outside developments the dominating factor. Selling was not large and was scattered, but support was limited to scale-down purchases.

At no time was buying power active. Some profit taking developed and scattered support made its appearance on a scale-down. There was some switching from the nearbys to the futures. Following fair deliveries on December contracts last week, a few tenders made their appearance on the spot month this week, but the oil was readily taken care of and at no time was the spot position under pressure.

However, a moderate cash oil demand and new seasons lows in lard and corn operated somewhat against oil values. The latter served to offset a fairly steady tone in the crude markets. On the whole, speculative interest failed to broaden, this being almost entirely due to lack of incentive on the constructive side. Speculators are cautious on the bear side owing to the low ruling levels.

Reports had it that there had been an unusually large movement of seed in the western belt for this season of the year. However, there was no particular hedge pressure on the futures market against either crude or seed. In the main, larger factors appeared to be absorbing the crop and carrying it unhedged. Some question the wisdom of this, particularly with lard relatively cheap, but the fact remains that at no time thus far this season has there been any material hedge selling on the market.

Cash demand throughout the week continued of a routine character, with indications pointing to a fair trade. Nevertheless, some are looking for a

disappointing comparative statistical report for November. At the same time, there is a tendency to look for a larger Government cotton crop report. The private estimates on the cotton outturn range from 12,180,000 bales to 12,316,000 bales, compared with 11,947,000 bales last month, and a final last year of 17,096,000 bales. Some, however, would not be surprised if government December figures were as high as 12,500,000 bales. This was partly anticipated in the private ginning reports to December 1. These ranged from 11,016,000 bale to 11,419,000 bales.

While crude markets have been rather quiet and slightly lower than of late, around 2½¢ in the Southeast, the market has been a little more stubborn. In the Southeast, crude sold at 78 points under New York January, or 2.77¢. Valley was quoted at 91 points under January; Texas, 128 points under January.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 8, 1932.—Trading recently was in small volume, with many mills closing down until business picks up or seed declines sufficiently to permit operating at a profit. Valley, 2½¢ lb.; Texas, 2½¢ bid, with no selling. Markets acted remarkably well today following extremely bearish government cotton estimate report. However, trade generally is expecting slightly lower prices due to larger quantity seed available.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Dec. 8, 1932.—Crude cottonseed oil, 2½¢ lb.; forty-one per cent protein cottonseed meal, \$11.00; loose cottonseed hulls, nominal.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Dec. 8, 1932.—Prime cottonseed oil, 2½¢; forty-three per cent meal, \$10.50; hulls, \$2.00.

While the run of hogs to market has not been as large of late as a year ago, hog prices have been persistently weak and have had a depressing influence on lard futures. The western market also felt the influence of a slowing up of cash lard trade, but stocks of lard are not large. At Chicago, at the beginning of December, lard stocks were 6,590,000 lbs., compared with 11,384,000 lbs. the same time last year.

COCOANUT OIL—An easier situation ruled the coconut oil market in the East, the result of the unsteady general position of commodities and the persistent disappointing demand for this oil. At New York, sales were reported made at 3¢, with the market nominally quoted about that level. At the Pacific Coast, prices were lowered at least ½¢, with tanks quoted at 2½¢.

CORN OIL—Market was rather flat during the week as far as demand was concerned, and a slightly easier trend was evident. Prices were quoted 3¢ f.o.b. Chicago and 2½¢ mills.

SOYA BEAN OIL—Quiet and nominal conditions prevailed. Tanks at New York were quoted at 2½¢; tanks f.o.b. southern mills, 2½¢.

PALM OIL—While consumers were showing some interest, bids were reported rather low. Offerings were steadily maintained, but due to the easier position of tallow, there was a tendency to feel that quoted palm oil levels might be shaded on firm bids. At New York, spot Lagos was 3½¢ nominal; spot Nigre, 3½¢ nominal; shipment Nigre, 2.70¢; 12½ per cent acid bulk, 2.95¢; 20 per cent softs, 2.90¢.

PALM KERNEL OIL—Demand continued rather flat, and the market, while nominal, was easier. Bulk oil at New York was quoted at 3.30¢.

OLIVE OIL—Generally quiet conditions ruled the market, but again supplies were not pressed. Prices held fairly well. Spot New York was quoted at 4½¢; shipment, 4¼¢@4.30¢.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market was a quiet affair and about steady. Tanks, f.o.b. southern mills, were quoted at 3@3¼¢.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

Chicago,
Illinois

HAMMOND'S
Mistletoe
MARGARINE

Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were quiet and heavy at season's low prices. There was some lifting of hedges. Hogs were weak, top at Chicago being \$3.25, lowest since 1878. With only a moderate cash trade lard and meat trade operated against rallies.

Cottonseed Oil.

Cotton oil was moderately active and weak at new lows, following the larger government crop estimate of 12,727,000 bales. This exceeded all expectations. November consumption was estimated at 185,000 to 215,000 barrels, against 278,000 barrels last year. Southeast crude quoted at 83 under January; Valley, 95 under; Texas, 120 under.

Quotations on bleachable cottonseed oil at New York Friday noon were:

Dec., \$3.35@3.50; Jan., \$3.45@3.55; Feb., \$3.45@3.60; Mar., \$3.60@3.68; Apr., \$3.63@3.73; May, \$3.72@3.78 sales; June, \$3.75@3.85; July, \$3.85@3.89.

Tallow.

Tallow, extra, 2½c f.o.b.

Stearine.

Stearine, 4¼@4½c nominal.

Friday's Lard Markets.

New York, Dec. 9, 1932.—Lard, prime western, \$4.40@4.50; middle western, \$4.30@4.40; city, 3¼@4c; refined Continent, 4½c; South America, 4½c; Brazil kegs, 5½c; compound, 6c car lots.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Dec. 8, 1932.—Very quiet trade on hams and lard with picnics in fair demand. General market dull but steady.

Friday's prices were as follows: Hams, American cut, none; hams, long cut, none; Liverpool shoulders, square, none; picnics, 53s; short backs, none; bellies, clear, 50s; Canadian, 42s; Cumberland, none; Wiltshires, none; spot lard, 44s.

BRITISH BACON MARKET.

Arrivals of continental bacon in the United Kingdom during the week ended November 24 totaled 101,267 bales, compared with 89,348 the previous week and 122,469 in the same week a year ago. Prices at Liverpool of first quality product were as follows:

	Nov. 24, 1932.	Nov. 17, 1932.	Nov. 25, 1931.
American green bellies.....	\$ 8.04	\$ 8.22	\$ 8.01
Danish green sides.....	8.76	8.60	7.75
Canadian green sides.....	8.08	7.98	....
American short cut green hams.....	9.48	8.03	10.04
American refined lard.....	7.33	7.57	8.34

LARD AND GREASE EXPORTS.

Exports of lard from New York City Dec. 1, 1932, to Dec. 7, 1932, totaled 3,587,564 lbs.; tallow, none; greases, none; stearine, 137,600 lbs.

GERMAN HOGS AND LARD.

Receipts of hogs at the 14 principal German markets for the week ended November 24 totaled 59,477 head compared with 65,555 the previous week and 72,030 in the same week a year earlier. The Berlin price for the week ended November 24 was \$8.27 compared with \$8.48 the previous week and \$8.93 in the same week of 1931.

Price of lard at Hamburg for the week ended November 24 was \$8.85 compared with \$9.05 the previous week and \$9.19 a year earlier.

CANADIAN MEATS TO U. S.

Exports of livestock and meats from Canada to the United States during October, 1932, with comparisons:

	Oct., 1932.	Oct., 1931.
Cattle, No.	736	918
Calves, No.	112	555
Hogs, No.	115	371
Sheep, No.	44	103
Beef, lbs.	12,800	33,700
Bacon, lbs.	96,900	142,200
Pork, lbs.	164,500	175,200
Lard compound, lbs.	100	400

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Dec. 8, 1932, show exports from that country were as follows: To the United Kingdom, 101,281 quarters; to the Continent, 156 quarters. Exports the previous week were: To England, 102,776 quarters; to Continent, 13,300 quarters.

HULL OIL MARKETS.

Hull, England, Dec. 6, 1932.—(By Cable.)—Refined cottonseed oil, 25s 6d; Egyptian crude cottonseed oil, 23s 3d.

Profit or Loss?

Only when a buyer or seller of meat products knows the market does he buy or sell intelligently.

If a buyer makes 1/8c per pound on a car of product he has saved \$37.50.

If he makes 1/4c a pound on a car, he has made \$75.00.

The same is true of the seller. If he knows the market, and gets the market price, he saves anywhere from \$37.50 to \$150.00 a car. If the difference is as much as 1c a pound, he saves \$300 on a car.

If you get THE NATIONAL PROVISIONER DAILY MARKET SERVICE you know the market. You neither buy nor sell blindly.

A fractional saving on one car of product will pay for this service for an entire year. If you want full information, clip this coupon and send it with your name and address to THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

OCT. CANADIAN SLAUGHTERS.

Canadian inspected slaughter of livestock during October, 1932, with comparisons, are reported as follows by the Canadian Department of Agriculture:

	Oct., 1932.	Oct., 1931.	10 mos. ended Oct., 1932.
Cattle	50,406	55,179	452,229
Calves	27,248	25,117	244,800
Hogs	180,222	246,950	2,204,967
Sheep	145,584	192,571	619,962

CANADIAN STORAGE STOCKS.

Stocks of meat on hand in cold storage warehouses in Canada on Nov. 1, 1932, with comparisons, as reported by the Dominion Live Stock Branch:

	Nov. 1, 1932.	Nov. 1, 1931.	5-y. av. Nov. 1, 1932.
Beef, lbs.	8,492,933	7,983,094	12,868,068
Ven, lbs.	1,374,050	1,696,171	2,540,389
Pork, lbs.	22,151,978	21,244,400	21,634,854
Mutton and lamb, lbs.	3,452,838	6,790,539	4,797,066

CANADIAN MEAT EXPORTS.

Exports of domestic livestock and meats during October, 1932, with comparisons, are reported as follows by the Canadian Department of Agriculture:

	Oct., 1932.	Oct., 1931.	10 mos. ended Oct., 1932.
Cattle, No.	1,261	7,946	26,325
Calves, No.	112	555	4,437
Hogs, No.	314	510	5,027
Sheep, No.	87	281	1,387
Beef, lbs.	565,929	301,700	3,489,200
Bacon, lbs.	2,859,500	2,346,600	32,049,100
Pork, lbs.	508,100	461,700	8,936,900
Mutton, lbs.	19,700	22,400	279,900
Lard, lbs.	112,100	769,700	4,707,500
Lard compound, lbs.	8,000	11,800	317,900

CANADIAN MEAT IMPORTS.

Meat imports into Canada during October, 1932, with comparisons:

	Oct., 1932.	Oct., 1931.
Beef	44,402	6,463
Bacon and ham	1,350	3,133
Pork	495,318	407,084
Mutton and lamb.....	7,778	807
Lard	561,410	374
Lard compound	374	53,615

Imports from the United States:

	Oct., 1932.	Oct., 1931.
Beef	3,455	6,463
Bacon and ham	1,350	3,133
Pork	495,318	407,084
Mutton and lamb.....	1,015	875
Lard	561,410	374
Lard compound	374	53,615

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended December 3, 1932, were 4,860,000 lbs.; previous week, 4,597,000 lbs.; same week last year, 4,257,000 lbs.; from January 1 to December 3 this year, 182,895,000 lbs.; same period a year ago, 194,705,000 lbs.

Shipments of hides from Chicago for the week ended December 3, 1932, were 9,243,000 lbs.; previous week, 6,089,000 lbs.; same week last year, 8,945,000 lbs.; from January 1 to December 3 this year, 236,883,000 lbs.; same period a year ago, 205,704,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Dec. 3, 1932:

Week ending	New York.	Boston.	Phila.
Dec. 3, 1932.....	5,701	....	....
Nov. 26, 1932.....	11,174	....	....
Nov. 19, 1932.....	38,006	....	19,063
Nov. 12, 1932.....	12,781	2,337	....
Dec. 5, 1931.....	568,450	48,210	214,833
Nov. 28, 1931.....	10,383	....	....
	12,107	....	....
	860,083	112,481	266,594

Hide and Skin Markets

Chicago.

PACKER HIDES—The packer hide market continued very dull and quiet this week. The condition can hardly be called a deadlock between buyers and sellers, but rather an entire lack of interest for the time being. No trading has yet come to light, although various rumors were afloat in the market during the week, including a late rumor of the movement of a block of heavy natives cows which was denied.

At the close of last week, one packer sold 1,000 all-heavy August to November native steers at 6½¢, or slightly better than a previous sale of Colorados at 5½¢. Hides are reported available on the basis of 5½¢ for Colorados, although some packers continue to quote their last sale prices, or ½¢ over that figure. Some buyers are willing to take hides at a further ½¢ decline, but the interest in the market does not appear to be sufficient to bring buyers and sellers together.

This is more or less of an in-between season so far as shoe manufacturing is concerned, but the shoe industry will be getting the spring run under way in a few weeks, with the prospect of more interest in future supplies of leather.

Meanwhile, in the absence of trading, prices are quoted nominally on basis of last sales in a small way.

SMALL PACKER HIDES—Trading awaited to establish the market on local small packer all-weights. Last sale of October trimmed natives was at 5½¢, and market nominally around ½¢ lower. Outside small packer untrimmed lots quoted down to 4¢ for natives and 3½¢ for branded, according to description and location.

FOREIGN WET SALTED HIDES—There was an active trade in the South American market. Prices declined ½¢ from those paid early previous week, but on later trading there was a recovery of ½¢. A lot of 4,000 Smithfield steers sold at close of last week at \$20.50, equal to 6½¢, c.i.f. New York, as against \$21.00 or 6½¢ paid earlier. About 25,000 Argentine steers sold early this week at \$19.50, or 6¢. This was followed by 4,000 LaPlatas and 2,000 Sansinennans at \$20.00 or 6½¢; later, 16,000 Argentine steers sold same basis, followed by 6,000 Anglos, and 6,000 LaPlatas, and final sale was 4,000 LaPlatas, all at \$20.00, or 6½¢.

COUNTRY HIDES—While offerings of country hides are light, buyers are showing very little interest. All-weights are offered at 4¢, selected, delivered Chicago. Heavy cows and steers available at 3½¢. Buff weights quoted 4@4½¢, and extremes range 4½@4½¢ with sales at 4½¢. Bulls quoted 2½@2½¢, nom. All-weight branded around 2½@2½¢, less Chicago freight.

CALFSKINS—Last trading on packer calfskins, previous week, was a car St. Paul November straight run, 15-lb. down, at 9¢, followed by a car St. Paul October 9½/15-lb. at 10¢. A few regular points dating September forward are still offered at 8½¢ and unsold.

Chicago city calfskins, 8/10-lb., last sold at 6½¢, with some quoting the market nominally down to 6¢; the 10/15-lb. are offered at 7½¢. Outside cities, 8/15-lb., quoted around 6½@7¢; mixed cities and countries 5½@6¢; straight

countries 4@4½¢. Chicago city light calf and deacons last sold at 45¢.

KIPSKINS—Packer kipskins quiet, with last trading in November natives at 8¢ for northerns and 7¢ for south-erns; over-weights, dating August to November, last sold at 7¢ for northerns, 6¢ south-erns; branded last sold at 5½¢.

Car of Chicago city kipskins sold at 6½¢, or ¼¢ lower. Outside cities quoted 6¼@6½¢; mixed cities and countries about 5½¢; straight countries 4@4½¢.

Packer November regular slunks last sold at 40¢.

HORSEHIDES—Market about unchanged on horsehides. Choice city renderers quotable \$2.00@2.25, with manes and tails; mixed city and country lots \$1.75@2.00, top asked.

SHEEPSKINS—Dry pelts fairly steady at 5½¢ for full wools, short wools half-price. The light accumulation and fairly steady demand for shearlings has resulted in packers keeping well sold up. Some packers still sold ahead at 60¢ for No. 1's, 40¢ for No. 2's and 25¢ for fresh clips; however, market appears easier, with a sale reported at 55¢ for No. 1's and 35¢ for No. 2's, and another car reported at 52½¢ for No. 1's, 32½¢ for No. 2's and 22½¢ for clips. Pickled skins are easier, based on deterioration in quality at this season, with current production quoted \$2.25@2.50 per doz. straight run of packer lamb, buyers' and sellers' ideas; one sale reported at \$2.37½ per doz. in another direction, with \$2.25 also reported paid. However, some packers were sold ahead at better prices. Outside small packer current production lamb pelts quoted 40@50¢.

New York.

PACKER HIDES—All packers have November hides practically intact, except for 1,800 November Colorados sold earlier, and market is in a waiting position, pending some action in the western market to establish values.

COUNTRY HIDES—Interest rather light in country hides. All-weights are offered at 4¢, with buyers' ideas not over 3½¢. Buff weights quoted 4¢ to possibly 4½¢, and extremes 4½@4½¢.

CALFSKINS—Calfskin market active, with sales estimated up to 130,000 skins during the period and prices easier. The 5-7's are quoted 50@60¢, nom. About 70,000 of the 7-9's were sold by collectors and packers, at 67½¢, 70¢ and 75¢, according to quality; packer 9-12's sold at \$1.30.

N. Y. HIDE EXCHANGE FUTURES.

Saturday, December 3, 1932—Old Contracts—Close: Dec. 4.15b; Mar. 4.40b. No sales.

New—Close: Dec. 4.05b; Mar. 4.75@4.85; June 5.25@5.35; Sept. 5.80@5.85. Sales 12 lots.

Monday, December 5, 1932—Old Contracts—Close: Dec. 4.05b; Mar. 4.35b. Sales 1 lot.

New—Close: Dec. 4.05b; Mar. 4.65@4.75; June 5.15@5.25; Sept. 5.70@5.80. Sales 14 lots.

Tuesday, December 6, 1932—Old Contracts—Close: Dec. 4.00n; Mar. 4.45n. No sales.

New—Close: Dec. 4.00n; Mar. 4.80 sale; June 5.20@5.35; Sept. 5.80 sale. Sales 11 lots.

Wednesday, December 7, 1932—Old Contracts—Close: Dec. 4.05b; Mar. 4.45b. No sales.

New—Close: Dec. 3.95b; Mar. 4.77@4.89; June 5.28@5.40; Sept. 5.80@5.90. Sales 8 lots.

Thursday, December 8, 1932—Old Contracts—Close: Dec. 4.00b; Mar. 4.40b. No sales.

New—Close: Dec. 3.95b; Mar. 4.80 sale; June 5.20@5.35; Sept. 5.80 sale. Sales 10 lots.

Friday, September 9, 1932—Old Contracts—Close: Dec. 4.15@4.50; Mar. 4.45b. No sales.

New—Close: Dec. 4.00b; Mar. 4.75@4.85; June 5.30 sale; Sept. 5.80@5.85. Sales 17 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Dec. 9, 1932, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Dec. 9.	Prev. week.	Cor. week, 1931.
Spr. nat.			
atrs.	6½@ 7a	6½@ 7a	9 @ 9½n
Hvy. nat. atrs.	@ 6n	@ 6n	@ 8½
Hvy. Tex. atrs.	@ 6n	@ 6n	@ 8
Hvy. butt brnd'd	@ 6n	@ 6n	@ 8n
atrs.	@ 5½	@ 5½	@ 7½n
Hvy. Col. str.	@ 5n	@ 5n	@ 6½n
Ex-light Tex.	@ 5n	@ 5n	@ 6n
atrs.	@ 5n	@ 5n	@ 6n
Brnd'd cows.	@ 5n	@ 5n	@ 6n
Hvy. nat.			
cows	5 @ 5½n	5 @ 5½n	@ 7½n
lt. nat. cows	@ 5½n	@ 5½n	@ 7n
Nat. bulls ..	@ 3½n	@ 3½n	@ 4
Brnd'd bulls.	@ 3n	@ 3n	@ 4½
Calfskins ...	8½@10	8½@10	9½@10n
Kips, nat. ...	@ 8	@ 8	9½@10n
Kips, ov-wt. ...	@ 7	@ 7	8½@9n
Kips, brnd'd ...	@ 5½	@ 5½	7½@8n
Slunks, reg. ...	@ 40	@ 40	@ 40
Slunks, hrs. ...	@ 35	@ 35	@ 30
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.

Nat. all-wts. 5	@ 5½n	5 @ 5½n	@ 6½
Branded	4½@ 5n	4½@ 5n	@ 6n
Nat. bulls ..	@ 3½n	3½@ 4n	4½@ 5n
Brnd'd bulls.	@ 3n	@ 3n	4 @ 4½n
Calfskins ...	6½@ 7n	6½@ 7n	@ 8n
Kips, nat. ...	@ 6½	@ 6½	@ 8
Slunks, reg. ...	@ 35n	30 @ 35	30 @ 35
Slunks, hrs. ...	@ 25n	@ 25n	@ 15

COUNTRY HIDES.

Hvy. steers...	@ 3½	3½@ 3½	@ 5ax
Hvy. cows ..	@ 3½	3½@ 3½	@ 5ax
Butts	4 @ 4½	@ 4½	@ 5n
Extremes ...	4½@ 4½	@ 4½	6½@ 7
Bulls	2½@ 2½	2½@ 2½	@ 3n
Calfskins ...	4 @ 4½	4 @ 4½	@ 6n
Kips, nat. ...	@ 4	@ 4	@ 4½
Light calf ..	@ 25n	@ 25n	25 @ 35
Deacons	@ 25n	@ 25n	25 @ 35
Slunks, reg. ...	@ 10n	@ 10n	10 @ 15
Slunks, hrs. ...	@ 5n	@ 5n	@ 5n
Horsehides ..	1.75@2.25	1.75@2.25	1.50@2.75

SHEEPSKINS.

Pkr. lambs ..	.....	.....	.....
Sml. pkr. ....	.....	.....	.....
lamb	40 @ 40	@ 45	52½@55
Pkr. shearings	52½@60	@ 60	42½@45
Dry pelts ..	@ 5½	@ 5½	5 @ 9½

U. S. HIDE EXPORTS.

Trade in domestic cattle hides during September, 1932, again showed an excess of exports over imports, marking the third consecutive month in which this unusual movement has taken place, according to a review published November 2 by the New York Hide Exchange.

Imports of cattle hides into the United States have been sharply curtailed, amounting during the first nine months of this year to only 810,000 hides, compared with 1,395,000 hides during the corresponding period in 1931, and 3,344,000 hides during the same period in 1930.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Dec. 8, 1932.

CATTLE—Compared with week ago: Yearling steers scaling under 1,000 lbs. and general run of light heifer and mixed yearlings, also all grades lightweight butcher heifers, strong to 25c higher; strictly good and choice mediumweight bullocks, steady; kinds grading medium to strictly good, unevenly 25@50c lower. Offerings averaging over 1,300 lbs. showed most decline. Weight was a big market factor, all yearlings scaling under 1,000 lbs. getting better action than long yearlings averaging 1,050 to 1,150 lbs. There was no reliable outlet for medium to good steers scaling over 1,300 lbs. Week's extreme top, \$7.75, paid for strictly choice heavies; best yearlings, \$7.60; most plain fat weighty steers, \$4.50@5.50; bulk fed steers and yearlings, all weights, \$4.75@6.75, average cost around \$6.00; beef cows and heavy heifers, 25c lower, very draggy at decline; bulls, 25c lower. Vealers closed unevenly higher on meager run due to zero weather.

HOGS—Compared with week ago: Market mostly 10c lower; packing sows, about steady. Local receipts were slightly expanded due to increased direct quota. Shipping demand was very light. Week's top, \$3.50, paid Monday; low top, \$3.30; today's peak, \$3.40; closing prices at new low for year. Late bulk 140 to 180 lbs., \$3.15@3.30; 190 to 290 lbs., \$3.20 and \$3.25; 300 to 350 lbs., \$3.00@3.15; pigs, \$2.85@3.25; packing sows, \$2.40@2.65; smooth lightweight, to \$2.85; extreme weights, \$2.35 down.

SHEEP—Compared with week ago: Killing classes unevenly steady to 25c higher. Advance was largely on well finished lambs and yearlings, but market apparently top-heavy at close. Strictly choice native lambs reached \$6.60, within 5c of season's peak. Today's bulks follow: Good to choice fed western lambs, largely from the corn belt, \$5.75@6.25; few, \$6.35 and \$6.40, latter price paid by packers for around 90-lb. weights; desirable natives, \$5.75@6.25; medium fleshed, lightweight Dakotas, \$5.50 to killers; native throwouts, \$4.00@4.50; choice 81-lb. yearling wethers, \$5.00; fat ewes, \$1.50@2.50.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Dec. 8, 1932.

CATTLE—A slow trade featured the fed steer and yearling market, and further declines of 25@50c during the week left final values at new low levels for the year and the lowest in more than 20 years on most classes. Light weight yearlings were about the only exception to the rule, and this class is still selling a little above last spring's low levels. The week's top reached \$6.75 on 873-lb. fed yearlings of outstanding quality and finish. Other choice yearlings sold from \$6.00@6.50, while best heavy steers went at \$6.00. Most of the fed offerings cashed at \$4.00@5.50. Light yearlings and fat she stock closed at 15@25c lower rates, and bulls declined 15c against late last week. Demand for vealers improved, and final rates are steady to 50c higher, with choice kinds at \$5.00.

HOGS—Hog market ruled sharply lower at the week's opening, and mid-week levels dropped below the \$3.00 mark and equalled the year's low levels of last May. Some strength developed on Thursday, and a part of the loss was recovered, final prices being mostly 10@15c under last Thursday. Extreme top rested at \$2.95 on Wednesday, but on the close best 170- to 220-lb. averages brought \$3.05, bulk of the 150- to 300-lb. weights selling at \$2.90@3.00. Packing sows declined 25@35c, with late bulk going at \$2.00@2.35.

SHEEP—Fat lambs met an improved demand, and closing values are mostly 25c higher than a week ago. Choice fed westerns reached \$5.75 on late days, with best natives at \$5.65. Bulk of more desirable arrivals cashed from \$5.25@5.75. A few fed shorn lambs sold up to \$5.60 at the finish. Mature sheep sold about steady, with \$1.25@1.75 taking most of the fat ewes; a few reached \$2.00.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Dec. 8, 1932.

CATTLE—Compared with one week ago: Steers sold 25@50c lower; mixed yearlings and heifers, steady to 25c lower; cows, 25c lower; low cutters, steady; bulls, 25@50c lower; vealers, 25c higher. Bulk of steers brought \$4.25@5.25; top yearlings, \$6.70; best mature steers, \$5.50. Bulk of good

steers and similar quality mixed yearlings and heifers scored \$5.00@5.50; medium fleshed mixed yearlings and heifers, principally \$4.25@4.85; top mixed yearlings, \$5.75; best heifers, \$5.25. Bulk of cows cashed at \$2.00@2.75; top, \$4.00; low cutters, \$1.00@1.50. The four-day session closed with top sausage bulls, \$2.50; best vealers, \$5.50.

HOGS—Hogs were uneven for the week, with final sales largely 10@15c lower than last Thursday, spots off more on butcher hogs. Top for the week reached \$3.45 for choice lightweight, with final top stopping at \$3.35; most late sales of 140- to 200-lb. averages, \$3.25@3.30; 210 to 250 lbs., \$3.00@3.25; weightier hogs, downward to \$2.90. Pigs of 100 to 130 lbs. sold largely from \$3.00@3.25 during the four-day period, with some light descriptions downward to \$2.75. Packing sows closed at \$2.35@2.50 for the most part.

SHEEP—Fat lambs, compared with one week ago, sold steady to 25c higher, while other classes went unchanged. Top for the week reached \$6.00, paid by butchers. One small lot made this price to packers late. Final sales of lambs to packers were most numerous at \$5.50@5.75, with common throwouts mostly \$3.00. Several consignments of yearling wethers sold at \$4.25@4.75. Fat ewes varied from \$2.00 downward.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Dec. 8, 1932.

CATTLE—Fed steers and yearlings show only slight change for the week. Yearlings generally held mostly steady, although there was some weakness on medium grades. Weighty steers and medium weights closed weak to 25c lower, medium to good grades off most. Light heifers held steady, and cutter grades are little changed. Beef cows and heavy heifers declined 25@50c. Bulls lost 25@50c, while vealers closed strong. Choice long yearlings and medium weight steers topped the week's trade at \$7.00.

HOGS—General trend to hog prices was downward. Comparisons Thursday with Thursday 5@25c lower; sows, 35@40c off. Thursday's top, \$3.00; bulk, 140 to 270 lbs., \$2.75@2.95; 275 to 350 lbs., \$2.50@2.75; packing sows, \$1.85@2.15; stags, \$1.75@2.00.

SHEEP—Light receipts, coupled with increased inquiry from eastern packing concerns for slaughter lambs, resulted in an uneven advance on slaughter lambs, upturn from Thursday to Thursday 25@40c. Yearlings and matured sheep were relatively scarce and steady. Thursday's bulk sorted native and fed wooled lambs sold \$5.50@5.75; top, \$5.90; fed clipped lambs, \$5.40; lamb weight fed yearlings, \$4.50; choice ewes, up to \$2.00.

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Dec. 8, 1932.

CATTLE—Slaughter steer and yearling demand continued indifferent, and late values rested on weak to 25c lower levels, with plain weighty steers especially dull. Choice medium weights brought \$6.50, load lots of long year-

MODERN SERVICE

From the Nation's Oldest and Largest
Livestock Buying Organization

Detroit, Mich. Cincinnati, Ohio Dayton, Ohio Montgomery, Ala.

Indianapolis, Ind.

Nashville, Tenn.

Lafayette, Ind.

Omaha, Neb.

Louisville, Ky.

Sioux City, Iowa



KENNETT MURRAY

LIVE STOCK BUYING ORGANIZATION

lings sold up to \$6.15, and most grain-feds turned at \$4.00@5.50. Fat she stock ruled weak to 25c lower, small showing choice heifers ranged up to \$5.50, beef cows bulked at \$2.00@2.50, and most low cutters and cutters turned at \$1.25@1.75. Bulls finished easier. Medium grades went at \$2.40 down. Not much change developed for vealers, and packers paid up to \$4.00.

HOGS—Bearish influences governed hog trade on most sessions, resulting in prices hitting new low levels. A slight reaction on the close brought current values mostly 15¢@25¢ under a week ago. Thursday's top held at \$2.95; bulk 140- to 260-lb. weights, \$2.80@2.90; 260 to 290 lbs., \$2.70@2.80; with 350 lbs., down to \$2.40; packing sows, \$1.90@2.25.

SHEEP—Local and shipping demand for fat lambs overcame bearish dressed trade influence and a 25c, to mostly 50c, advance resulted. The late bulk of good to choice slaughter offerings brought \$5.60@5.75; top, \$5.90. Aged sheep were unchanged. Choice fat ewes sold down from \$2.00, and load lots of 160-lb. fed yearlings made \$4.65.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Dec. 7, 1932.

CATTLE—All classes of slaughter cattle have worked unevenly 25c or more lower this week and are at what is a new low for the century. Short-fatted steers and yearlings, which predominated, centered at \$4.00@5.00; a few lots, up to \$5.50; beef cows, mainly from \$2.50 down; heifers, \$2.75@3.75; bulk of all cutters, \$1.00@1.60; medium grade bulls, \$2.50 down. Vealers have held about in line with a week earlier, bulk centering at \$3.50@4.00.

HOGS—Hog prices have worked unevenly 10¢@15¢ lower, placing better 240-lb. weights and down at \$2.85@2.90; heavier butchers, downwards to \$2.40; light lights, \$2.70@2.90; pigs mainly \$2.70; packing sows, \$2.00@2.25.

SHEEP—Slaughter lambs have worked weak to around 25c lower, better grades selling recently at \$5.25@5.50. Throwouts sold downwards to \$3.00. Ewes are unchanged, selling at \$1.00@1.75.

U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Dec. 2, 1932, as reported to THE NATIONAL PROVISIONER was as follows:

	Week ended Dec. 2.	Prev. week.	Cor. week, 1931.
Chicago	143,082	112,006	209,366
Kansas City, Kan.	42,803	36,210	65,467
Omaha	49,781	27,639	75,951
St. Louis & East St. Louis	47,113	38,277	71,256
St. Joseph	30,738	19,838	54,188
St. Paul	73,161	48,718	84,595
St. Joseph	20,356	16,413	28,289
New York and J. C.	57,279	51,290	39,395
Total	460,293	350,451	628,507

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Dec. 8, 1932.

Curtailed demand, rather than excessive receipts, was largely responsible for a further decline in hog prices at 21 concentration points and 7 packing plants in Iowa and Minnesota. Current quotations are mostly 10c lower than a week ago. Good to choice hogs scaling from 180 to 250 lbs. predominated in receipts and sold largely from \$2.70@2.95, with 260- to 300-lb. averages from \$2.60@2.85. Thursday's bulk of packing sows, \$1.90@2.25.

Receipts of hogs unloaded daily at these 21 concentration yards and 7 packing plants for week ended Dec. 8:

	This week.	Last week.
Friday, Dec. 2	32,400	35,700
Saturday, Dec. 3	38,000	37,100
Monday, Dec. 5	69,000	92,200
Tuesday, Dec. 6	20,400	23,400
Wednesday, Dec. 7	33,300	19,300
Thursday, Dec. 8	24,600	20,600

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage nor fills.

ST. LOUIS HOGS IN NOVEMBER.

Receipts, weights and range of top prices of hogs at National Stock Yards, Ill., for November, 1932, with comparisons, are reported by H. L. Sparks & Co. as follows:

	Nov., 1932.	Nov., 1931.
Receipts, number	197,391	245,061
Average weight, lbs.	205	210
Top prices:		
Highest	\$3.95	\$4.85
Lowest	3.15	4.10
Average cost	3.36	4.72

Light weight hogs are getting scarce in the runs, with a good many cheap kinds of pigs coming. Butchers plentiful with extra choice kinds running mostly medium weights to 300 lbs. Roughs, both heavy and lighter kinds, scarce.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Dec. 3, 1932:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended Dec. 3	200,000	595,000	331,000
Previous week	190,000	445,000	261,000
1931	208,000	855,000	357,000
1930	252,000	754,000	412,000
1929	217,000	674,000	246,000
1928	196,000	569,000	237,000

	Cattle.	Hogs.	Sheep.
Hogs at 11 markets:			
Week ended Dec. 3	510,000		
Previous week	374,000		
1931	856,000		
1930	681,000		
1929	593,000		
1928	491,000		

	Cattle.	Hogs.	Sheep.
At 7 markets:			
Week ended Dec. 3	149,000	435,000	222,000
Previous week	137,000	307,000	184,000
1931	205,000	772,000	293,000
1930	185,000	577,000	301,000
1929	157,000	502,000	179,000
1928	133,000	387,000	176,000

WHEN YOU WANT TO BUY.

Watch "wanted" page for bargains in equipment.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended December 3, 1932, with comparisons:

CATTLE.

	Week ended Dec. 3.	Prev. week.	Cor. week, 1931.
Chicago	25,025	27,509	38,655
Kansas City	21,420	16,700	18,747
Omaha	15,920	15,279	22,299
East St. Louis	12,795	7,821	10,454
St. Joseph	5,443	3,001	8,239
St. Louis City	7,761	6,189	9,354
Wichita	2,217	1,624	2,274
Fort Worth	5,468	3,403	5,443
Philadelphia	1,930	1,596	1,819
Indianapolis	1,249	1,387	1,926
New York & Jersey City	5,447	7,618	9,744
Oklahoma City	5,786	2,357	5,441
Cincinnati	3,212	1,467	4,746
Denver	1,806	2,267	2,882
St. Paul	9,336	6,640	....
Milwaukee	3,517	2,306	....
Total	131,341	107,854	142,123

HOGS.

	Week ended Dec. 3.	Prev. week.	Cor. week, 1931.
Chicago	137,669	97,116	210,390
Kansas City	24,989	15,274	27,472
Omaha	47,181	28,623	60,584
East St. Louis	27,424	19,765	43,815
St. Joseph	22,100	15,003	32,348
St. Louis City	32,985	17,166	54,967
Wichita	9,578	6,122	10,780
Fort Worth	2,724	2,231	3,946
Philadelphia	20,634	20,905	20,014
Indianapolis	24,243	12,895	37,077
New York & Jersey City	56,131	50,890	60,846
Oklahoma City	6,834	4,054	7,941
Cincinnati	20,298	10,094	25,316
Denver	8,406	5,995	10,569
St. Paul	56,718	35,078	....
Milwaukee	16,865	11,159	....
Total	515,779	328,259	625,895

SHEEP.

	Week ended Dec. 3.	Prev. week.	Cor. week, 1931.
Chicago	49,003	51,150	74,032
Kansas City	18,361	11,375	27,016
Omaha	28,567	16,274	36,218
East St. Louis	9,375	8,283	10,677
St. Joseph	17,158	9,520	19,446
St. Louis City	13,415	7,848	11,608
Wichita	1,638	970	713
Fort Worth	9,463	4,250	9,537
Philadelphia	10,122	7,793	8,529
Indianapolis	1,384	687	1,160
New York & Jersey City	77,901	59,263	86,479
Oklahoma City	1,880	450	647
Cincinnati	4,403	2,259	3,871
Denver	3,121	2,807	4,805
St. Paul	20,418	23,900	....
Milwaukee	2,082	1,414	....
Total	268,420	208,272	292,938

LIVESTOCK COST AND YIELD.

Kinds of livestock slaughtered and yield in per cent and pounds for October, 1932, with comparisons:

	Oct., 1932.	Sept., 1932.	Oct., 1931.
Av. live cost per 100 lbs.:			
Cattle	\$ 5.70	\$ 5.11	\$ 4.52
Cows	5.73	5.10	4.51
Swine	5.03	3.90	3.47
Sheep and lambs	5.94	5.20	4.94
Av. yield, per cent:			
Cattle	54.60	54.31	53.83
Calves	57.15	57.90	58.52
Swine	74.14	74.86	75.01
Sheep and lambs	47.27	47.83	47.58
Av. live weight, lbs.:			
Cattle	954.00	939.13	940.99
Calves	183.96	190.66	180.59
Swine	219.36	235.00	225.43
Sheep and lambs	78.12	78.84	80.76

	Oct., 1932.	Sept., 1932.	Oct., 1931.
Classification, per cent:			
Cattle—			
Steers	51.28	47.92	46.92
Bulls and stags	4.08	4.57	3.46
Cows and heifers	44.64	47.51	49.62
Swine—			
Sows	50.08	55.28	53.69
Barrows	48.82	44.11	45.85
Stags and boars	0.50	0.61	0.46
Sheep and lambs—			
Sheep	4.80	4.50	4.33
Lambs and yearlings	95.11	95.50	95.67

FOR HOGS AT ALL TIMES

Wire — Phone — Write

H. L. SPARKS & CO.

Gen'l Office; National Stock Yards, Ill. Phone East 6261

BRANCHES

Logansport, Ind.

Springfield, Mo.

Order Buyer of Live Stock

L. H. McMURRAY

Formerly of McMurray-Johnston, Inc.

Indianapolis
Indiana

Ft. Wayne
Indiana

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, December 3, 1932, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,414	2,860	0,733
Swift & Co.	4,113	1,363	17,223
Wilson & Co.	2,818	4,173	7,448
Morris & Co.	2,341	.....	5,541
Anglo-Amer. Prov. Co.	1,439	.....	.....
G. H. Hammond Co.	435	948	.....
Libby, McNeill & Libby.	532	.....	.....
Shippers	14,920	19,202	16,404
Others	7,685	37,480	1,072
Total	38,717	76,511	84,884
Total: 38,717 cattle, 76,511 hogs, 84,884 sheep, 54,421 sheep.			
Not including 1,228 cattle, 776 calves, 72,784 hogs and 10,985 sheep bought direct.			

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,789	2,711	3,520
Cudahy Pkg. Co.	2,638	2,348	4,415
Morris & Co.	2,572	2,407	1,752
Swift & Co.	2,008	6,557	3,376
Wilson & Co.	2,833	3,198	3,874
Independent Pkg. Co.	.....	250	.....
Jos. Baum Pkg. Co.	574	.....	.....
Others	7,908	7,518	1,424
Total	21,420	24,980	18,361

OMAHA.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,713	14,882	5,208
Cudahy Pkg. Co.	3,866	10,690	8,140
Dold Pkg. Co.	732	6,028	.....
Morris & Co.	1,788	1,037	.....
Swift & Co.	3,745	8,279	7,528
Others	.....	15,888	.....
Total	16,861	56,772	23,980
Total: 16,861 cattle and calves; 56,772 hogs; 23,980 sheep.			

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	1,499	1,200	3,474	3,737
Swift & Co.....	1,450	1,879	2,573	3,227
Morris & Co.....	873	1,441	600	463
Hunter Pkg. Co.....	1,188	.....	3,888	758
Krey Pkg. Co.....	.....	4,278	.....	.....
American Pkg. Co. 136	136	660	48	.....
Hell Pkg. Co.....	.....	2,550	.....	.....
Circle Pkg. Co.....	.....	479	.....	.....
Independent Pkg. Co. 820	820	.....	530	.....
Sieloff Pkg. Co.....	.....	1,169	.....	.....
Shippers.....	3,360	3,080	25,888	2,588
Others.....	2,043	237	7,189	1,142
Total.....	11,378	7,866	53,294	11,963

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,142	441	11,098	12,378
Armour and Co.	2,247	420	10,610	4,780
Others	642	878	4,455	908
Total	5,031	1,739	26,163	18,066

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,439	131	13,435	4,409
Armour and Co.	2,616	131	13,167	4,164
Swift & Co.	2,022	132	6,617	4,102
Shippers	2,343	27	10,013	.....
Others	232	27	127	.....
Total	9,652	448	43,359	12,675

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	2,365	421	3,137	993
Wilson & Co.....	2,371	356	3,137	996
Others	144	67	500	...
Total	4,880	844	6,834	1,985
Not including 1 cattle and 61 calves bought direct.				

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,174	378	3,699	1,632
Dold Pkg. Co.	455	16	8,753	25
Wichita D. B. Co.	15	.....	.....	.....
Dunn-Ostergaard	82	.....	.....	.....
Keefe-Le Sturgeon.	17	.....	.....	.....
Fred W. Dold.	80	.....	414	.....
Total	1,823	394	6,866	1,657
Not including 2,712 hogs bought direct.				

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	457	88	2,155	3,064
Armour and Co.	155	255	2,888	3,773
Others	1,162	197	2,593	1,663
Total	2,513	440	7,936	8,530

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,942	5,504	22,765	8,502
Cudahy Pkg. Co.	323	618	.....	.....
Swift & Co.	4,359	8,262	33,953	11,916
United Pkg. Co.	1,712	149	149	.....
Others	1,093	198	26,936	5,328
Total	10,429	14,731	83,674	25,746

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,200	8,062	15,473	1,640
Swift & Co. Chi.	.....	.....	1,848	.....
Swift & Co. Balt.	.....	536	.....	.....
U. D. B. Co. N. Y.	17	.....	.....	.....
The Layton Co.	.....	974	.....	.....
R. Gumz & Co.	94	.....	10	.....
Armour & Co. Milw.	778	4,017	.....	.....
N. Y. B. D. M. Co. N. Y.	40	.....	.....	.....
Bimble, Harrison.	.....	558	.....	.....
Corkran-Hill, Balt.	.....	544	.....	.....
Shippers	283	89	124	68
Others	388	235	225	376
Total	3,780	12,353	18,528	3,951

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,070	396	19,257	1,339
Armour and Co.	849	75	1,638	68
Hilgemeler Bros.	5	.....	1,219	.....
Brown Bros.	115	28	14	11
Stumpf Bros.	.....	124	.....	.....
Schussler Pkg. Co.	.....	222	.....	.....
Riverview Pkg. Co.	4	.....	109	.....
Meier Pkg. Co.	110	12	340	.....
Indiana Prov. Co.	6	12	166	.....
Massey-Hartman Co.	30	9	.....	6
Art Wabnitz	35	36	.....	34
Hoosier Abt. Co.	7	.....	1,158	.....
Shippers	1,194	2,069	17,158	5,844
Others	445	111	411	672
Total	3,870	2,778	40,808	7,677

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.....	.....	15	.....	324
Ideal Pkg. Co.....	8	.....	548	.....
E. Kahn's Sons Co.....	1,066	262	6,050	3,040
Kroger G. & B. Co.....	145	101	1,805	.....
J. Lehigh Pkg. Co.....	2	.....	230	.....
H. H. Meyer Pkg. Co.....	20	.....	3,327	.....
A. Sander Pkg. Co.....	7	.....	22	.....
J. Schieler's Sons.....	160	117	.....	98
J. & F. Schuch Co.....	10	.....	3,841	.....
John F. Stegner.....	347	206	.....	.....
Shippers.....	60	524	2,452	.....
Others.....	1,112	417	460	461
Total.....	2,935	1,702	18,825	3,975
Not including 429 sheep bought direct.....	cattle,	2,592	hogs and	679

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Dec. 3, 1932, with comparisons:

	Week ended, Dec. 3.	Prev. week, Dec. 3.	Cor. week, 1931.
Chicago	38,717	42,617	61,982
Kansas City	21,420	16,700	18,567
Omaha	16,861	12,657	21,056
St. Louis	11,378	8,117	17,687
St. Joseph	5,031	3,583	7,987
Siou City	9,652	7,429	10,829
Oklahoma City	4,820	1,750	4,131
Denver	2,513	1,300	1,750
St. Paul	10,429	7,333	13,622
Milwaukee	3,780	2,600	5,307
Indianapolis	3,870	3,796	4,909
Cincinnati	2,935	2,286	3,291
Total	133,118	112,874	175,641

HOGS.

	Week ended, Dec. 3.	Prev. week, Dec. 3.	Cor. week, 1931.
Chicago	84,884	65,557	136,736
Kansas City	24,980	15,274	5,830
Omaha	56,772	13,209	107,004
St. Louis	53,264	37,474	76,881
St. Joseph	26,163	18,845	30,570
Siou City	43,359	24,696	68,275
Oklahoma City	6,834	4,084	6,651
Denver	7,936	5,358	10,794
St. Paul	83,674	62,008	144,004
Milwaukee	18,528	11,862	15,848
Indianapolis	40,808	48,395	48,936
Cincinnati	18,525	12,641	24,604
Total	472,902	309,467	703,769

SHEEP.

	Week ended, Dec. 3.	Prev. week, Dec. 3.	Cor. week, 1931.
Chicago	54,421	56,106	95,012
Kansas City	18,361	11,375	8,415
Omaha	23,980	14,274	39,984
St. Louis	11,963	8,283	10,983
St. Joseph	18,066	9,530	19,454
Siou City	12,675	8,413	13,515
Oklahoma City	1,989	450	540
Wichita	1,657	970	713
Denver	8,530	3,713	10,528
St. Paul	25,746	28,111	31,816
Milwaukee	3,951	1,506	3,611
Indianapolis	7,677	9,894	8,936
Cincinnati	3,975	2,697	3,925
Total	192,977	151,424	248,332

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Nov. 28	10,967	1,654	46,580	18,900
Tues., Nov. 29	7,857	2,306	37,115	11,987
Wed., Nov. 30	10,464	2,081	22,531	13,475
Thurs., Dec. 1	5,122	1,801	18,576	9,261
Fri., Dec. 2	1,596	574	19,637	10,275
Sat., Dec. 3	100	100	10,000	4,000
Total this week	36,106	8,516	154,236	70,366
Previous week	45,426	6,315	112,214	60,601
Year ago	59,900	13,822	267,267	94,900
Two years ago	56,419	10,860	215,683	97,000

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Nov. 28	2,921	161	6,245	5,200
Tues., Nov. 29	9,984	151	4,197	4,400
Wed., Nov. 30	3,593	219	1,704	4,400
Thurs., Dec. 1	1,928	301	2,831	2,467
Fri., Dec. 2	1,945	108	8,984	1,900
Sat., Dec. 3	100	.....	500	1,000
Total this week	13,481	970	19,461	15,200
Previous week	15,422	279	14,261	16,370
Year ago	25,257	2,735	43,781	31,171
Two years ago	21,268	1,245	45,386	31,170

Total receipts for month and year to Dec. 3, with comparisons:

	December, 1932.	1931.	1932.	1931.
Cattle	6,818	28,198	1,872,728	2,123,811
Calves	5,772	4,772	422,603	412,400
Hogs	48,213	140,738	5,987,975	7,097,284
Sheep	23,762	51,519	3,671,295	4,124,000

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.
Week ended Dec. 3	\$5.95	\$3.25	\$1.75	\$5.75
Previous week	5.75	3.35	1.85	5.85
1931	7.35	4.30	2.10	5.50
1930	10.50	8.20	3.00	7.50
1929	12.00	9.10	4.95	12.50
1928	13.55	8.60	6.10	13.25
1927	14.30	8.65	6.00	14.65

Av. 1927-1931 \$11.65 \$7.75 \$4.40 \$10.65

SUPPLIES FOR CHICAGO PACKERS.

Net supplies of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended Dec. 3.....	22,600	134,800	55,600
Previous week	30,004	97,915	44,200
1931	34,643	223,486	63,700
1930	35,151	170,297	69,082
1929	38,885	158,308	39,081
1928	32,966	108,958	44,776
1927	36,840	164,146	40,000

December 10, 1932.

THE NATIONAL PROVISIONER

39

RECEIPTS AT CENTERS

SATURDAY, DECEMBER 3, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	10,000	4,000
Kansas City	400	800	700
Omaha	75	3,000	275
St. Louis	400	3,500	1,500
St. Joseph	25	1,500	1,000
St. Paul	1,500	2,500	1,000
St. Paul	150	3,500	1,000
Port Worth	150	100	400
Milwaukee	200	300	300
Denver	100	600	3,800
Louisville	100	200	200
Wichita	100	800	100
Indianapolis	100	6,000	200
Pittsburgh	100	1,800	300
Cincinnati	300	2,900	500
Buffalo	100	900	200
Cleveland	300	200	100
Nashville	100	300	100

MONDAY, DECEMBER 5, 1932.

Chicago	15,000	40,000	15,000
Kansas City	10,000	6,000	5,000
Omaha	4,500	8,500	2,500
St. Louis	2,800	4,500	4,000
St. Joseph	4,500	8,000	5,500
St. Paul	6,700	18,500	25,000
Port Worth	3,500	1,200	2,700
Milwaukee	800	3,400	800
Denver	5,900	4,400	8,500
Louisville	800	1,000	200
Wichita	2,000	2,300	400
Indianapolis	400	5,000	600
Pittsburgh	800	3,800	3,500
Cincinnati	1,900	4,700	300
Buffalo	1,400	7,800	8,100
Cleveland	600	2,900	5,000
Nashville	1,000	700	500

TUESDAY, DECEMBER 6, 1932.

Chicago	7,000	30,000	10,000
Kansas City	6,000	4,000	3,500
Omaha	6,000	8,500	2,500
St. Louis	3,000	7,500	1,800
St. Joseph	1,100	4,500	3,200
St. Paul	2,500	8,500	1,500
Port Worth	1,400	10,000	3,000
Milwaukee	2,200	4,000	600
Denver	800	1,000	2,500
Louisville	200	600	400
Wichita	900	1,800	200
Indianapolis	1,000	7,000	1,200
Pittsburgh	100	1,000	1,000
Cincinnati	600	3,100	500
Buffalo	100	1,400	300
Cleveland	300	1,500	2,000
Nashville	100	900	800

WEDNESDAY, DECEMBER 7, 1932.

Chicago	6,500	21,000	10,000
Kansas City	3,500	4,000	6,000
Omaha	4,500	10,500	5,500
St. Louis	2,000	6,000	2,500
St. Joseph	1,500	6,000	3,500
St. Paul	2,000	9,500	2,500
Port Worth	2,000	15,000	4,000
Milwaukee	1,700	500	1,000
Denver	800	400	600
Louisville	1,200	1,500	100
Wichita	300	700	100
Indianapolis	800	2,300	200
Pittsburgh	1,000	6,000	800
Cincinnati	200	2,800	1,500
Buffalo	200	4,400	300
Cleveland	200	1,400	800
Nashville	500	1,100	3,500
Nashville	400	1,000	300

THURSDAY, DECEMBER 8, 1932.

Chicago	5,000	30,000	10,000
Kansas City	2,000	4,000	4,000
Omaha	2,500	8,500	6,000
St. Louis	1,700	7,500	1,800
St. Joseph	1,000	5,000	3,500
St. Paul	2,000	6,000	2,500
Port Worth	1,800	8,000	4,000
Milwaukee	1,200	600	1,000
Denver	800	2,900	800
Louisville	300	1,000	300
Wichita	100	1,000	300
Indianapolis	600	2,100	200
Pittsburgh	700	7,000	1,500
Cincinnati	2,500	1,500	700
Buffalo	500	3,800	700
Cleveland	1,500	1,000	1,000
Nashville	200	1,300	1,500
Nashville	300	1,000	500

FRIDAY, DECEMBER 9, 1932.

Chicago	1,500	20,000	1,300
Kansas City	800	2,500	1,300
Omaha	800	7,000	4,000
St. Louis	800	8,000	800
St. Joseph	400	5,500	4,500
St. Paul	1,200	6,500	2,500
Port Worth	1,300	11,000	4,000
Milwaukee	200	1,100	2,000
Denver	200	1,100	2,000
Louisville	100	500	100
Wichita	200	1,500	100
Indianapolis	500	800	3,000
Pittsburgh	2,100	1,800	1,000
Cincinnati	700	4,500	900
Buffalo	200	3,300	200
Cleveland	100	1,300	1,700

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Dec. 8, 1932, as reported by the U. S. Bureau of Agricultural Economics:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
Lt. lt. (140-160 lbs.) gd.-ch.	\$3.10@	3.30	\$3.20@	3.30	\$2.75@ 2.95
Lt. wt. (160-180 lbs.) gd.-ch.	3.10@	3.30	3.20@	3.30	2.85@ 3.05
(180-200 lbs.) gd.-ch.	3.15@	3.30	3.25@	3.30	2.90@ 3.05
Med. wt. (200-220 lbs.) gd.-ch.	3.15@	3.25	3.15@	3.25	2.85@ 3.00
(220-250 lbs.) gd.-ch.	3.15@	3.25	3.00@	3.20	2.80@ 3.00
Hvy. wt. (250-290 lbs.) gd.-ch.	3.10@	3.25	2.90@	3.05	2.65@ 2.80
(290-350 lbs.) gd.-ch.	3.00@	3.25	2.80@	2.95	2.50@ 2.65
Pkg. sows (275-500 lbs.) med.-ch.	2.40@	2.85	2.55@	2.90	1.85@ 2.15
Str. pigs (100-130 lbs.) gd.-ch.	2.85@	3.30	2.90@	3.25	2.65@ 2.90
Av. cost & wt. Thurs. (Pigs excl.)	3.18-234 lbs.	3.11-221 lbs.	2.60-240 lbs.	2.87-236 lbs.	.....

Slaughter Cattle and Calves:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
STEERS (900-900 LBS.):					
Choice	6.75@	7.50	6.25@	6.75	6.25@ 7.00
Good	5.50@	6.75	5.00@	6.25	4.75@ 6.75
Medium	4.25@	5.50	3.75@	5.00	4.00@ 5.00
Common	3.25@	4.25	3.00@	4.75	3.50@ 4.00

STEERS (900-1100 LBS.):

Choice	6.75@	7.00	6.25@	6.75	6.25@ 7.00
Good	5.50@	6.75	5.00@	6.25	4.75@ 6.75
Medium	4.25@	5.50	3.75@	5.00	4.00@ 5.00
Common	3.25@	4.25	3.00@	4.75	3.50@ 4.00

STEERS (1100-1300 LBS.):

Choice	6.75@	7.00	6.25@	6.75	6.25@ 7.00
Good	5.25@	6.75	5.00@	6.25	4.75@ 6.75
Medium	4.25@	5.25	3.75@	5.00	4.00@ 5.00

STEERS (1300-1500 LBS.):

Choice	6.50@	7.00	6.25@	6.75	6.25@ 7.00
Good	5.25@	6.50	5.00@	6.25	4.75@ 6.25

HEIFERS (550-850 LBS.):

Choice	6.00@	7.00	5.75@	6.50	5.50@ 6.25
Good	5.00@	6.00	4.75@	5.50	4.25@ 5.25
Medium	4.00@	5.00	4.25@	5.00	3.75@ 4.50
Common	2.50@	4.00	3.00@	4.25	2.50@ 3.50

COWS:

Choice	3.00@	3.50	3.25@	3.50	2.75@ 3.25
Good	2.25@	3.00	2.50@	3.25	2.25@ 2.75
Com-med.	1.75@	2.25	2.00@	2.50	1.75@ 2.25
Low cutter and cutter	1.00@	1.75	1.00@	2.00	1.00@ 1.75

BULLS (YRLS. EX. BEEF):

Good-choice	3.00@	4.00	2.85@	3.50	2.10@ 3.00
Cul-med.	2.00@	3.00	1.75@	2.85	1.50@ 2.15

VEALERS (MILK-FED):

Good-choice	4.75@	6.00	4.00@	5.50	4.00@ 5.00
Medium	3.75@	4.75	3.00@	4.00	2.50@ 3.50
Cul-med.	2.00@	3.75	1.50@	3.00	1.50@ 2.50

CALVES (250-500 LBS.):

Good-choice	3.50@	4.50	4.50@	6.00	3.00@ 4.50
Com-med.	2.00@	3.50	2.00@	4.50	1.50@ 3.00

Slaughter Sheep and Lambs:

LAMBS:					
(90 lbs. down)—Good-choice	5.75@	6.00	5.25@	6.00	5.25@ 5.85
Medium	4.25@	6.25	4.00@	5.25	4.50@ 5.25
(All weights)—Common	4.00@	4.50	3.00@	4.00	3.50@ 4.50

YEARLING WETHERS:

(90-110 lbs.)—Med.-ch.	3.25@	5.25	3.25@	4.75	3.00@ 4.50
EWES:					
(90-110 lbs.)—Med.-ch.	2.00@	2.75	1.25@	2.00	1.00@ 2.00
(120-150 lbs.)—Med.-ch.	1.25@	2.50	1.00@	1.75	1.00@ 1.75
(All weights)—Cul.-com.	.75@	2.00	.50@	1.25	.25@ 1.00

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top livestock price summary, week Dec. 1:

	Week ended Dec. 1.	Prev. week.	Same week, 1931.
Toronto	\$ 5.00	\$ 4.75	\$ 6.25
Montreal	4.75	4.75	5.80
Winnipeg	4.25	4.25	5.50
Calgary	3.25	3.10	4.50
Edmonton	3.50	3.75	4.75
Prince Albert	2.50	2.75	4.50
Moose Jaw	3.25	3.25	4.50
Saskatoon	3.50	3.50	4.50

VEAL CALVES.

Toronto	\$ 6.50	\$ 6.00	\$ 8.50
Montreal	6.00	6.00	8.00
Winnipeg	6.00	6.00	8.00
Calgary	3.75	3.75	5.00
Edmonton	3.50	3.75	6.00
Prince Albert	2.50	2.50	4.00
Moose Jaw	4.50	4.50	5.00
Saskatoon	3.75	4.00	5.00

SELECT BACON HOGS.

Toronto	\$ 4.75	\$ 4.50	\$ 5.50
Montreal	4.60	4.75	5.75
Winnipeg	3.65	3.85	4.50
Calgary	3.50	3.50	4.50
Edmonton	3.25	3.30	4.50
Prince Albert	3.55	3.55	4.20
Moose Jaw	3.40	3.40	4.20
Saskatoon	3.55	3.55	4.20

GOOD LAMBS.

Toronto	\$ 5.25	\$ 4.75	\$ 6.50
Montreal	4.75	4.75	6.75
Winnipeg	4.25	4.00	6.00
Calgary	3.75	3.75	4.75
Edmonton	4.00	4.00	4.75
Prince Albert	2.75	2.75	4.25
Moose Jaw	3.50	3.50	5.00
Saskatoon	3.50	3.50	5.25

HOG WEIGHTS AND COSTS.

The average weight and cost of hogs, computed on packer and shipper purchases, as reported for October, 1932, with comparisons, by the U. S. Bureau of Agricultural Economics, are as follows:

	—1932—		—1931—		—1932—		—1931—	
	Per	Per	Per	Per	Per	Per	Per	
	Avg.	100	Avg.	100	Avg.	100	Avg.	100
	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.
CHICAGO.								
Jan.	230	\$4.00	235	\$7.65	223	\$4.07	213	\$7.84
Feb.	233	\$3.89	237	\$7.06	220	\$3.95	207	\$7.84
Mar.	237	\$4.33	242	\$7.46	217	\$4.32	205	\$7.78
Apr.	238	\$3.85	247	\$4.33	217	\$3.81	217	\$4.32
May	239	\$3.84	240	\$5.53	208	\$3.82	201	\$5.76
June	245	\$3.62	251	\$6.85	209	\$3.64	200	\$6.81
July	260	\$4.58	258	\$6.83	211	\$4.74	208	\$7.29
Aug.	263	\$4.21	256	\$5.98	200	\$4.51	201	\$6.81
Sept.	280	\$4.00	240	\$5.41	199	\$4.24	189	\$5.79
Oct.	241	\$3.50	222	\$5.00	198	\$3.58	204	\$5.29
KANSAS CITY.								
Jan.	241	\$3.75	236	\$7.44	230	\$3.62	250	\$7.33
Feb.	241	\$3.60	232	\$6.84	231	\$3.58	251	\$6.58
Mar.	239	\$4.00	231	\$7.37	244	\$3.98	265	\$7.02
Apr.	231	\$3.53	239	\$4.00	250	\$3.43	244	\$3.88
May	223	\$3.05	225	\$6.29	246	\$2.89	260	\$5.98
June	226	\$3.17	228	\$6.38	249	\$3.07	265	\$5.98
July	231	\$4.48	236	\$6.83	262	\$4.71	275	\$5.81
Aug.	233	\$4.18	225	\$5.19	262	\$3.85	277	\$5.29
Sept.	222	\$3.90	214	\$5.40	261	\$3.69	269	\$4.75
Oct.	213	\$3.31	223	\$5.00	259	\$3.04	252	\$4.07
ST. PAUL.								
Jan.	200	\$3.70	237	\$7.80	218	\$4.38	211	\$7.72
Feb.	210	\$3.60	234	\$6.64	220	\$4.15	211	\$7.18
Mar.	200	\$4.02	236	\$7.14	214	\$4.14	206	\$7.08
Apr.	212	\$3.51	209	\$4.02	211	\$3.83	214	\$4.14
May	227	\$2.84	229	\$6.21	210	\$3.05	213	\$5.53
June	257	\$3.08	235	\$5.30	218	\$3.22	214	\$5.30
July	274	\$4.07	285	\$6.36	221	\$4.41	214	\$6.36
Aug.	271	\$3.72	280	\$5.21	227	\$4.17	217	\$5.81
Sept.	240	\$3.05	219	\$4.80	220	\$3.93	200	\$5.80
Oct.	221	\$3.07	204	\$4.60	211	\$3.51	213	\$5.62
FT. WORTH.								

Chicago Section

S. C. Frazee, operating executive, Wilson & Co., is still on the Pacific Coast in the course of an inspection tour.

Dr. J. S. Abbott, secretary of the Institute of Margarine Manufacturers, Washington, D. C., was a business visitor in Chicago this week.

D. A. Blanton, president of the Blanton Co., leading oleomargarine manufacturers and vegetable oil refiners, St. Louis, Mo., was in the city this week.

Purchase of livestock at Chicago by principal packers for the first four days of this week totaled 15,520 cattle, 3,356 calves, 29,744 hogs, 27,269 sheep.

Friends of Michael Greenwald of Baltimore will be interested to learn that he is back in the meat game again, specializing in hotel and restaurant trade.

Joseph Baum, president of Baum Packing Co., Kansas City, Mo., was in the city this week calling on friends and business associates in the meat industry.

Dan J. Gallagher, provision broker, has been confined to his home this week with an attack of the flu. Last reports were that he was much improved, and it is expected he will again be at his desk next week.

Major E. L. Roy, former packing-house brokerage leader and war-time packer dictator, is spending some weeks with Mrs. Roy in the balmy atmosphere of Atlantic City.

P. Hicks Cadle, vice president and general manager of the A. C. Legg Packing Co., seasoning manufacturers, Birmingham, Ala., was a business visitor in Chicago this week.

Floyd R. Shield, formerly manager of departmental accounts at the Oklahoma City plant of Armour and Company, passed through the city this week to take up his new duties as traffic manager at the Indianapolis plant.

Provision shipments from Chicago for the week ended Dec. 3, 1932, with comparisons, were as follows:

	Week Dec. 3.	Previous week.	Same week, '31.
Cured meats, lbs.	17,225,000	16,042,000	13,558,000
Fresh meats, lbs.	46,004,000	37,684,000	50,943,000
Lard, lbs.	7,107,000	5,463,000	9,453,000

President Fred Krey of the Krey Packing Co., St. Louis, and Mrs. Krey were on a motor tour this week which included a visit to the Wahlerts at Dubuque, Iowa. After the holidays they

will set out for a winter sojourn in Florida.

Out-of-town packer executives who this week attended committee meetings at the Institute of American Meat Packers included John W. Rath, president of the Rath Packing Co., Waterloo, Ia.; Charles Mallory and E. C. Merritt, Kingan & Co., Indianapolis, Ind.; Harry Davis, John Morrell & Co., Ottumwa, Ia.; C. A. Heath, Rath Packing Co., Waterloo, Ia.; C. O. Dawson, Jacob E. Decker & Sons Co., Mason City, Ia.; and G. A. Saddy, Oscar Mayer & Co., Madison, Wis.

Announcement has been made of the engagement of Miss Mary Louise Ulmer of Pottsville, Pa., sister of Julian Ulmer, treasurer of the Jacob Ulmer Packing Company of Pottsville, to Lincoln Ellsworth, world-famous explorer, who flew across the North Pole and was with Wilkins in the North Pole submarine expedition. Newspaper reports state that the bride, who has circled the globe eight times, will join her husband next winter in the expedition he is planning to the Antarctic.

ARNOLD AIDS RETAILERS.

A large number of meat distributors and retailers were guests of Arnold Bros. at a demonstration and educational program at the rooms of the Lighting Institute in the Civic Opera building on Wacker Drive, Chicago, on the evening of December 7.



PAST MASTER OF PORK.

Hugo Arnold, head of Arnold Bros., tells an audience from the meat trade some of the finer points in pork merchandising.

This meeting was a combination display of merchandise, discussion of the things meat dealers should look for in making their purchases, of a practical demonstration of lamb cutting, and the best methods of selling the shoulders, breasts and other cuts that ordinarily are unable to be sold at even cost price.

Hugo Arnold, famous head of the company, discussed the grading and judging of pork. For the past ten years Mr. Arnold has been hog carcass judge at the International Livestock Exposition, and at the recent show he passed on 196 carcasses from which he picked the grand champion carcass. He gave some very enlightening information concerning the present types of pork which are most profitable, and the various things that enter into the make-up of pork, the most desirable from a standpoint of eating quality.

He is also very much interested in lard. He stated that if retail merchants would merchandise lard in the proper manner, this would result in an increase of price, which would affect the general prosperity of the farmer, as well as the general condition of the entire country, due to the fact that more money would be obtained for hogs; for a better price condition, particularly for the farmer, was needed to give us all that prosperity which we desire.

Mr. Arnold stated further he believed it possible to process lard in such a manner that it would take the place of many of the foreign oils that are being imported for the manufacture of soaps and cosmetics. If this could be accomplished, it would provide a better market for American lard, and perhaps other animal fats.

Max Cullen, meat cutting expert of the National Live Stock and Meat Board, gave a practical demonstration of the modern method of cutting lamb and displaying it so that the best returns might be obtained, particularly from those cuts which ordinarily sell for such a low price that the legs and loins, as well as other cuts that are in demand, sometimes are over-priced, and prevent their ready sale, thereby reducing the volume of lamb that should be sold.

Following Mr. Arnold's talk there was a demonstration of modern methods of store lighting as applied to the meat trade by an expert of the Lighting Institute. Arnold Bros. had arranged a model store, equipped with these methods of lighting and displaying a full line of Arnold products, and this was inspected by all those present at the conclusion of the program. Entertainment program provided by Arnold employes indicated that Arnold talents extended beyond meat processing and merchandising.



PACKERS COMMISSION CO.

SPECIALIZING IN DRESSED HOGS FROM THE HOG BELT

CHICAGO BOARD OF TRADE BLDG. : : Phone Webster 3113

H. PETER HENSCHEN

Architect

PACKING PLANTS AND COLD STORAGE CONSTRUCTION

59 East Van Buren St., Chicago, Ill.

Cold Storage Installation

All Kinds of Refrigerator Construction

JOHN R. LIVEZEYGlenwood Avenue, West 22nd St., Philadelphia, Pa.
119 South St., Baltimore, Md.
1106 Sixteenth St. N. W., Washington, D. C.**F. C. ROGERS, INC.**NINTH AND NOBLE STREETS
PHILADELPHIA**PROVISION
BROKER**Member of New York Produce Exchange
and Philadelphia Commercial Exchange**Their Flavor is a
"Marvel"**Marvel Brand Ham
and Bacon are pop-
ular because their
flavor is unsurpassed
—and their price is
reasonable.**CURING CASKS
Tierces—Barrels—Kegs**Standard and Special Sizes
American Cooperage Co.
Successors to Richard Hamilton, Inc.,
MAURER, NEW JERSEY
Quality—Service—Price**Stewart-Kingscott Company**ARCHITECTS & ENGINEERS
KALAMAZOO, MICHIGANSpecializing in designing and supervising construction
of modern packing plants and cold storage warehouses.**TRAINING TRUCK DRIVERS.**

(Continued from page 17.)

diate supervisors, he may go out as a full fledged driver.

The management should receive reports from time to time as to the progress he is making so that he may be advanced when opportunity offers and compensated accordingly.

If the new employee has driven a truck in another field of work preliminary instructions will be simpler. If he has driven the same class of truck, particularly if he has driven the same make, the garage instruction may be omitted, although a little quiz by the mechanical superintendent would not be out of order. Most time should be spent on the business angles of the job.

The new man should go out as a helper for a time at least with an older driver unless he is already familiar, both with the kind of truck he is to drive and the territory he is to cover. He should likewise have his sessions with the traffic manager and the safety director or the man or men performing those functions under whatever title.

Checked Up by Inspectors.

In a small company it may be the proprietor himself, but it must be somebody's responsibility to see that, as rapidly as possible, he becomes thoroughly cognizant of the details that are peculiar to the business of the firm. When those in authority are satisfied with his attainment, he will be added to the regular staff of drivers.

The driver who has worked for a house in your own or a similar line of business may be passed through the preliminary school faster, but he should spend enough time in each division of it to make sure that he has the necessary foundation.

The mechanical superintendent, for example, should see to it that he knows all that is necessary about the class of equipment used. The driver foreman should have him go out with a regular driver, sitting on both sides of the seat. The road inspectors should watch him for a while almost as closely as they watch the other two classes of drivers, and the safety man should initiate him into your own methods of accident prevention.

In outline the preliminary training is essentially the same for all three classes of new drivers. The differences are only in the time given to each part of the training, depending upon how much the man already knows.

Courtesy Essential.

All drivers are salesmen to some extent. Even if they are not selling goods they are selling (or unselling) their house to the public. Teaching courtesy should always be included in the preliminary and after training of drivers. It pays never to let up stressing courtesy and insisting that it be shown everyone—not simply customers but all other motorists and pedestrians because their good will is an asset whether or not they are prospective customers.

There is a class of drivers, however, who are primarily salesmen, and their driving of a vehicle may be merely to

get them from place to place. The salesmen who cover their territories in passenger cars, or who may combine delivering with their selling and use commercial vehicles are in this class.

Training Driver Salesmen.

These drivers will have been selected very largely because they have or give prospect of developing salesmanship. Consequently their training as drivers may take longer than that of drivers who are hired because of considerable previous driving experience.

On the other hand, if they are hired largely because they are expert drivers their preliminary training will still be prolonged while being taught to sell.

No attempt will be made to discuss how to train drivers as salesmen for every sales manager will have his own way of doing that which is best for his company. It will rarely be necessary to preach courtesy to these men; they will practice it for selfish reasons, but they may need reminding to be just as polite as drivers as they are as salesmen.

The next article in this series will be on a subject slightly digressing from driver training but closely related to it—keeping equipment in safe condition.

FEWER DANISH HOGS.

Final results of the Danish livestock census of June, 1932, places the hog population of that country at 4,886,000 head compared with 5,453,000 a year earlier. The cattle population is placed at 3,238,000 head, of which 1,739,000 were cows and 582,000 calves under 1 year. This is slightly higher than the cattle population of last year.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
Dec. 8, 1932.

REGULAR HAM.

	Green Standard.	Sweet Pickled Standard.	Fancy.
8-10	7 1/2	8	9 1/2
10-12	7	8	9 1/2
12-14	6 1/2	7 1/2	8 1/2
14-16	6	7	8 1/2
16-18 range	6	7 1/2	8 1/2

BOILING HAM.

	Green Standard.	Sweet Pickled Standard.	Fancy.
10-18	5 1/2	6 1/2	7
18-20	5 1/2	6 1/2	7
20-22	5 1/2	6 1/2	7
16-22 range	5 1/2	6 1/2	7

SKINNED HAM.

	Green Standard.	Sweet Pickled Standard.	Fancy.
10-12	7	7 1/2	8 1/2
12-14	6 1/2	7 1/2	8 1/2
14-16	6 1/2	7 1/2	8 1/2
16-18	6 1/2	7 1/2	8 1/2
18-20	5 1/2	6 1/2	7
20-22	5 1/2	6 1/2	7
22-24	4 1/2	5 1/2	6 1/2
24-26	4 1/2	5 1/2	6 1/2
26-28	4 1/2	5 1/2	6 1/2
30-35	4 1/2	5 1/2	6 1/2

PICNICS.

	Green Standard.	Sweet Pickled Standard.	Sh. Shank.
4-6	4 1/2	5 1/2	5 1/2
6-8	4 1/2	5 1/2	5 1/2
8-10	4 1/2	5 1/2	5 1/2
10-12	4 1/2	5 1/2	5 1/2
12-14	4 1/2	5 1/2	5 1/2

BELLIES.

	Green Sq. Sdls.	S.P. Cured Dry Cured.
6-8	6 1/2	7 1/2
8-10	6 1/2	7 1/2
10-12	6 1/2	7 1/2
12-14	6 1/2	7 1/2
14-16	6 1/2	7 1/2
16-18	6 1/2	7 1/2

D. S. BELLIES.

	Standard.	Clear.	Fancy.	Rib
14-16	4 1/2	4 1/2	4 1/2	4 1/2
16-18	4 1/2	4 1/2	4 1/2	4 1/2
18-20	4 1/2	4 1/2	4 1/2	4 1/2
20-25	4 1/2	4 1/2	4 1/2	4 1/2
25-30	4 1/2	4 1/2	4 1/2	4 1/2
30-35	4 1/2	4 1/2	4 1/2	4 1/2
35-40	4 1/2	4 1/2	4 1/2	4 1/2
40-50	4 1/2	4 1/2	4 1/2	4 1/2
50-60	4 1/2	4 1/2	4 1/2	4 1/2

D. S. FAT BACKS.

	Standard.	Export Trim.
8-10	3 1/2	3 1/2
10-12	3 1/2	3 1/2
12-14	3 1/2	3 1/2
14-16	3 1/2	3 1/2
16-18	3 1/2	3 1/2
18-20	3 1/2	3 1/2
20-25	3 1/2	3 1/2

OTHER D. S. MEATS.

Extra short clears	35-45	4n
Extra short ribs	35-45	4n
Regular plates	6-8	3 1/2
Clear plates	4-6	2 1/2
Jowl butts	2-3	2 1/2
Green square jowls	3-4	3 1/2
Green rough jowls	3	3

LARD.

Prime steam, cash	3.90
Prime steam, loose	3.25
Refined, in export boxes—N. Y.	4.75
Neutral, in tierces	5.25
Raw leaf	3.25

FUTURE PRICES.

SATURDAY, DECEMBER 3, 1932.

	Open.	High.	Low.	Close.
LARD—				
Dec.	3.77 1/2	3.77 1/2	3.75	3.85ax
Jan.	3.77 1/2	3.77 1/2	3.75	3.77 1/2
Mar.	3.95	3.95	3.92 1/2	3.85ax
May	3.92 1/2	3.92 1/2	3.90	3.92 1/2b
July	4.00	4.00	4.00	4.02 1/2ax
CLEAR BELLIES—				
Jan.	3.70ax			3.70ax
May	4.00ax			4.00ax

MONDAY, DECEMBER 5, 1932.

	Open.	High.	Low.	Close.
LARD—				
Dec.	3.75	3.77 1/2	3.75	3.82 1/2ax
Jan.	3.75	3.77 1/2	3.75	3.75
Mar.	3.92 1/2	3.92 1/2	3.90	3.85ax
May	3.92 1/2	3.92 1/2	3.90	3.92 1/2ax
July	4.00	4.00	4.00	4.02 1/2ax
CLEAR BELLIES—				
Jan.	3.70ax			3.70ax
May	4.00ax			4.00ax

TUESDAY, DECEMBER 6, 1932.

	Open.	High.	Low.	Close.
LARD—				
Dec.	3.80	3.87 1/2	3.75	3.75ax
Jan.	3.75	3.75	3.67 1/2	3.67 1/2ax
Mar.	3.92 1/2	3.92 1/2	3.90	3.72 1/2ax
May	3.92 1/2	3.92 1/2	3.90	3.82 1/2ax
July	4.00	4.00	4.00	3.92 1/2ax
CLEAR BELLIES—				
Jan.	3.70ax			3.70ax
May	4.00ax			4.00ax

WEDNESDAY, DECEMBER 7, 1932.

	Open.	High.	Low.	Close.
LARD—				
Dec.	3.70	3.75	3.70	3.80b
Jan.	3.70	3.75	3.70	3.75b
Mar.	3.87 1/2	3.90	3.87 1/2	3.80b
May	3.87 1/2	3.90	3.87 1/2	3.90b
July	4.00	4.00	4.00	3.95b
CLEAR BELLIES—				
Jan.	3.55	3.55	3.55	3.55
May	4.00	4.00	4.00	4.00

THURSDAY, DECEMBER 8, 1932.

	Open.	High.	Low.	Close.
LARD—				
Dec.	3.77 1/2	3.82 1/2	3.75	3.82 1/2n
Jan.	3.82 1/2	3.87 1/2	3.82 1/2	3.77 1/2ax
Mar.	3.92 1/2	3.97 1/2	3.92 1/2	3.87 1/2ax
May	3.92 1/2	3.97 1/2	3.92 1/2	3.85ax
July	4.00	4.00	4.00	4.00n
CLEAR BELLIES—				
Jan.	3.55	3.55	3.55	3.55n
May	4.00	4.00	4.00	4.00n

FRIDAY, DECEMBER 9, 1932.

	Open.	High.	Low.	Close.
LARD—				
Dec.	3.75	3.80	3.75	3.82n
Jan.	3.75	3.80	3.75	3.77ax
Mar.	3.95	3.95	3.92	3.85ax
May	3.95	3.95	3.92	3.92
July	4.00	4.00	4.00	4.00ax
CLEAR BELLIES—				
Jan.	3.55	3.55	3.55	3.55n
May	4.00	4.00	4.00	4.00n

Key: ax, asked; b, bid; n, nominal; —, split.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

ANIMAL OILS.

Prime edible lard oil	@ 7 1/2
Headlight burning oil	@ 7 1/2
Prime winter strained	@ 7 1/2
Extra winter strained	@ 6 1/2
Extra lard oil	@ 6 1/2
Extra No. 1	@ 6 1/2
No. 1 lard oil	@ 5 1/2
No. 2 lard oil	@ 5 1/2
Acidless tallow oil	@ 5 1/2
20° C. T. neatfoot oil	@ 11 1/2
Pure neatfoot	@ 7
Special neatfoot	@ 7
Extra neatfoot	@ 6 1/2
No. 1 neatfoot	@ 6

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.25 @ 1.27 1/2
Oak pork barrels, black iron hoops	1.30 @ 1.32 1/2
Ash pork barrels, galv. iron hoops	1.40 @ 1.42 1/2
Oak pork barrels, galv. iron hoops	1.45 @ 1.47 1/2
White oak ham tierces	2.00 @ 2.02 1/2
Red oak lard tierces	1.65 @ 1.67 1/2
White oak lard tierces	1.75 @ 1.77 1/2

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Dec. 3, 1932:

	Week ended—	Jan. 1 to Dec. 3, 1932.	Nov. 26, Dec. 3, 1932.	1931.	1932.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	657	263	931	58,400	400,600
To Belgium	7	226	915	485	400,800
To United Kingdom	532	226	915	31,013	400,100
Other Europe	66	3	56	587	400,600
Cuba	32	4	56	3,541	400,800
Other countries	20	30	9	5,589	400,100

BACON, INCLUDING CUMBERLANDS.

	Total	To Germany	United Kingdom	Other Europe	Cuba	Other countries
	451	1,115	498	17,973	32	2
	1,300	1,556	1,572	144,728	297	332
	297	332	542	37,298	2,923	1,716
	313	832	254	22,588	122	380
	257	321	375	58,792	257	321

PICKLED PORK.

	Total	To United Kingdom	Other Europe	Canada	Other countries
	246	42	284	13,323	6
	6	25	61	2,438	177
	177	17	208	9,241	177

LARD.

	Total	To Germany	United Kingdom	Netherlands	Other Europe	Cuba	Other countries
	5,272	5,146	7,089	504,125	1,300	1,556	1,572
	1,300	1,556	1,572	144,728	297	332	542
	297	332	542	37,298	2,923	1,716	4,105
	313	832	254	22,588	122	380	241
	257	321	375	58,792	257	321	375

TOTAL EXPORTS BY PORTS.

Week ended Dec. 3, 1932.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Pickled, M lbs.	Lard, M lbs.
Total	657	451	246	5,272
Boston	90	20	29	48
Detroit	90	20	29	48
Port Huron	32	9	60	333
New Orleans	18	1	157	81
New York†	400	430	3,019	709
Baltimore	—	—	—	—
Mobile	—	—	—	—

DESTINATION OF EXPORTS.

	Exported to:	Hams and shoulders, M lbs.	Bacon, M lbs.	Pickled, M lbs.	Lard, M lbs.
United Kingdom (total)	532	532	—	—	—
Liverpool	449	449	—	—	—
London	75	75	—	—	—
Other United Kingdom	8	8	—	—	—
Germany (total)	1,300	1,300	—	—	—
Hamburg	1,327	1,327	—	—	—
Other	33	33	—	—	—

*Corrected to October 31, 1932.

†Exports to Europe only.

CURING MATERIALS.

	Ebbs.	Sacks
Nitrite of soda, 1 c. l. Chicago	10 1/2	—
Saltpeter, 25 bbl. lots, f.o.b. N. Y.	—	—
Small crystals	6 1/2	5.90
Medium crystals	7 1/2	—
Large crystals	8	—
Bbl. retd. gran. nitrate of soda	3 1/2	3.25
Less than 25 bbl. lots, 1/2 c. more.	—	—

Salt—
Granulated, carlots, per ton, f.o.b. Chicago, bulk \$2.95
Medium, carlots, per ton, f.o.b. Chicago, bulk 2.95
Rock, carlots, per ton, f.o.b. Chicago 2.70

Sugar—
Raw sugar, 96 basis, f.o.b. New Orleans @ 8.11
Second sugar, 90 basis None
Syrup testing, 63 to 65 combined sucrose and invert, New York @ 3.30
Standard gran. f.o.b. refiners (2%) @ 4.15
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2% @ 3.40
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2% @ 3.30

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground
Allspice	6 1/2	9 1/2
Cinnamon	12	10
Cloves	14	15
Coriander	6	5
Ginger	10	10
Mace, hands	40	45
Nutmeg	10	15
Pepper, black	10	12
Pepper, Cayenne	—	21
Pepper, red	—	27
Pepper, white	11 1/2	14

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.		Cor. week.
Prime native steers—	Week ended Dec. 7, 1932.	1931.
400-600	13 @ 13 1/4	18 @ 19
600-800	13 @ 13 1/2	17 1/2 @ 18 1/2
800-1000	13 @ 13 3/4	17 1/2 @ 18 3/4
Good native steers—		
400-600	11 1/2 @ 12	17 @ 17 1/2
600-800	11 1/2 @ 12	16 @ 17
800-1000	11 1/2 @ 12	15 1/2 @ 16 1/2
Medium steers—		
400-600	10 1/2 @ 11 1/4	14 @ 15
600-800	10 1/2 @ 11 1/4	13 @ 14
800-1000	10 1/2 @ 10 3/4	13 @ 14
Heifers, good, 400-600	10 @ 11 1/4	13 1/2 @ 17
Cows, 400-600	5 1/2 @ 7 1/4	7 @ 9
Head quarters, choice		7 @ 24
Fore quarters, choice		15 @ 15

Beef Cuts.

Steer loins, prime	@ 27	@ 37
Steer loins, No. 1	@ 27	@ 35
Steer short loins, prime	@ 35	@ 47
Steer short loins, No. 1	@ 34	@ 35
Steer short loins, No. 2	@ 29	@ 32
Steer loin ends, (hips)	@ 20	@ 20
Steer loin ends, No. 2	@ 19	@ 20
Cow loins	@ 10	@ 16
Cow short loins	@ 12	@ 18
Cow loin ends (hips)	@ 8	@ 14
Steer ribs, prime	@ 22	@ 28
Steer ribs, No. 1	@ 19	@ 26
Steer ribs, No. 2	@ 18	@ 21
Cow ribs, No. 2	@ 8 1/2	@ 10
Cow ribs, No. 3	@ 7 1/2	@ 8 1/2
Steer rounds, prime	@ 12	@ 15
Steer rounds, No. 1	@ 10 1/2	@ 13 1/2
Steer rounds, No. 2	@ 9 1/2	@ 12 1/2
Steer chucks, prime	@ 9 1/2	@ 13
Steer chucks, No. 1	@ 10 1/2	@ 11 1/2
Steer chucks, No. 2	@ 10	@ 11
Cow chucks	@ 7 1/2	@ 8 1/2
Medium plates	@ 4 1/2	@ 5
Briskets, No. 1	@ 12	@ 13
Steer navel ends	@ 7	@ 8 1/2
Cow navel ends	@ 4 1/2	@ 5 1/2
Fore shanks	@ 8	@ 8
Hind shanks	@ 4	@ 5
Strip loins, No. 1, bbls.	@ 40	@ 55
Strip loins, No. 2	@ 35	@ 45
Striploin butts, No. 1	@ 30	@ 35
Striploin butts, No. 2	@ 14	@ 20
Beef tenderloins, No. 1	@ 35	@ 60
Beef tenderloins, No. 2	@ 30	@ 50
Bump butts	@ 18	@ 18
Flank steaks	@ 18	@ 18
Shoulder clods	@ 8	@ 10
Hanging tenderloins	@ 7	@ 8
Insides, green, 6 @ 6 lbs.	@ 11	@ 15
Outsides, green, 5 @ 6 lbs.	@ 7 1/2	@ 7 1/2
Knuckles, green, 5 @ 6 lbs.	@ 8 1/2	@ 9 1/2

Beef Products.

Brains (per lb.)	@ 5	@ 8
Hearts	@ 4	@ 5
Tongues	@ 14	@ 19
Wet heads	@ 15	@ 12
Ox-tail, per lb.	@ 9	@ 12
Fresh tripe, plain	@ 4	@ 5
Fresh tripe, H. C.	@ 8	@ 8
Livers	@ 12	@ 13
Kidneys, per lb.	@ 7	@ 11

Veal.

Choice carcass	8 @ 9	@ 10
Good carcass	6 @ 8	@ 9
Good saddles	@ 12	@ 14
Good racks	@ 6	@ 9
Medium racks	4 @ 5	@ 6

Veal Products.

Brains, each	@ 6	@ 7
Sweetbreads	@ 28	@ 45
Calf livers	@ 28	@ 50

Lamb.

Choice lambs	@ 15	@ 14
Medium lambs	@ 13	@ 12
Choice saddles	@ 16	@ 17
Medium saddles	@ 14	@ 15
Choice fores	@ 12	@ 10
Medium fores	@ 10	@ 9
Lamb fries, per lb.	@ 25	@ 25
Lamb tongues, per lb.	@ 10	@ 10
Lamb kidneys, per lb.	@ 20	@ 20

Mutton.

Heavy sheep	@ 2 1/2	@ 4
Light sheep	@ 6	@ 7
Heavy saddles	@ 4	@ 5
Light saddles	@ 8	@ 8
Heavy fores	@ 2	@ 3
Light fores	@ 5	@ 5
Mutton legs	@ 12	@ 11
Mutton loins	@ 6	@ 7
Mutton stew	@ 3	@ 3
Sheep tongues, per lb.	@ 10	@ 10
Sheep heads, each	@ 8	@ 8

Fresh Pork, Etc.

Pork loins, 8 @ 10 lbs. av.	@ 8 1/2	@ 10 1/2
Picnic shoulders	@ 6	@ 7
Skinned shoulders	@ 6	@ 7 1/2
Tenderloins	@ 21	@ 25
Spare ribs	@ 6	@ 8
Back fat	@ 6	@ 8
Boston butts	@ 7	@ 9
Boneless butts, cellar trim.		
2 @ 4	@ 9	@ 14
Hocks	@ 5 1/2	@ 7
Tails	@ 5	@ 6
Neck bones	@ 2	@ 3
Slip bones	@ 9	@ 9
Blade bones	@ 5	@ 8
Pigs' feet	@ 2 1/2	@ 3 1/2
Kidneys, per lb.	@ 5	@ 5
Livers	@ 4	@ 3 1/2
Brains	@ 5	@ 10
Ears	@ 3	@ 5
Snouts	@ 3	@ 6
Heads	@ 5	@ 6

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 16 1/2
Country style sausage, fresh in link	@ 15
Country style sausage, fresh in bulk	@ 13
Country style pork sausage, smoked	@ 15
Frankfurts in sheep casings	@ 14
Frankfurts in hog casings	@ 13
Bologna in beef bungs, choice	@ 13
Bologna in beef middles, choice	@ 13
Liver sausage in beef rounds	@ 12
Smoked liver sausage in hog bungs	@ 15
Liver sausage in hog bungs	@ 13
Head cheese	@ 13
New England luncheon specialty	@ 13
Minced luncheon specialty, choice	@ 15
Tongue sausage	@ 17
Blood sausage	@ 13
Sausage	@ 13
Polish sausage	@ 14

DRY SAUSAGE.

Cervelat, choice, in hog bungs	@ 36
Thuringer cervelat	@ 25
Farmer	@ 21
Holsteiner	@ 21
B. C. salami, choice, in hog bungs	@ 35
Milano salami, choice, in hog bungs	@ 35
B. C. salami, new condition	@ 25
Prissee, choice, in hog middles	@ 27
Genoa style salami	@ 36
Peppercorn	@ 21
Mortadella, new condition	@ 15
Capicola	@ 32
Italian style hams	@ 34
Virginia hams	@ 31

SAUSAGE MATERIALS.

Regular pork trimmings	2 1/2 @ 2 1/2
Special lean pork trimmings	4 1/2 @ 5
Extra lean pork trimmings	5 @ 5 1/2
Neck bone trimmings	1 1/2 @ 2
Pork cheek meat	@ 2 1/2
Pork hearts	@ 2 1/2
Pork livers	@ 2 1/2
Native boneless bull meat (heavy)	5 1/2 @ 6
Boneless chucks	@ 4 1/2
Shank meat	@ 4 1/2
Beef trimmings	@ 3 1/2
Beef checks (trimmed)	@ 3 1/2
Dressed canners, 350 lbs. and up	@ 3 1/2
Dressed cutter cows, 400 lbs. and up	@ 3 1/2
Dr. bologna butts, 600 lbs. and up	@ 4 1/2
Beef tripe	@ 2
Pork tongues, canner trim, S. P.	@ 5 1/2

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	.22
Domestic rounds, 140 pack	.32
Export rounds, wide	.43
Export rounds, medium	.38
Export rounds, narrow	.33
No. 1 weasands	.11
No. 2 weasands	.06 1/2
No. 1 bungs	.12 1/2 @ 14
No. 2 bungs	.10
Middles, regular	.87
Middles, select wide, 2 @ 2 1/2 in. diameter	1.35
Middles, select, extra wide, 2 1/2 in. and over	2.25
Dried bladders:	
12-15 in. wide, flat	1.35
10-12 in. wide, flat	.90
8-10 in. wide, flat	.40
6-8 in. wide, flat	.30 @ 35
Hog casings:	
Narrow, per 100 yds.	2.00
Narrow, special, per 100 yds.	1.60
Medium, regular	1.10
Wide, per 100 yds.	.50
Extra wide, per 100 yds.	.65
Export bungs	.25
Large prime bungs	.22
Medium prime bungs	.11 1/2
Small prime bungs	.5 1/2 @ 6 1/2
Middles, per set	.20
Stomachs	.08

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	\$4.25
Large tins, 1 to crate	5.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	5.25
Large tins, 1 to crate	6.00
Smoked link sausage in hog casings—	
Small tins, 2 to crate	4.50
Large tins, 1 to crate	5.25

DRY SALT MEATS.

Clear bellies, 18 @ 20 lbs.	@ 4 1/4
Clear bellies, 14 @ 16 lbs.	@ 4 1/4
Rib bellies, 20 @ 25 lbs.	@ 4 1/4
Rib bellies, 25 @ 30 lbs.	@ 4
Fat backs, 10 @ 12 lbs.	@ 3 1/2
Fat backs, 14 @ 16 lbs.	@ 4 1/4
Regular plates	@ 3 1/2
Butts	@ 2 1/2

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14 @ 16 lbs.	@ 11 1/2
Fancy skd. hams, 14 @ 16 lbs.	@ 12
Standard reg. hams, 14 @ 16 lbs.	@ 10
Picnics, 4 @ 8 lbs.	@ 9
Fancy bacon, 6 @ 8 lbs.	@ 14 1/2
Standard bacon, 6 @ 8 lbs.	@ 11 1/2
No. 1 beef ham sets, smoked—	
Insides, 8 @ 12 lbs.	@ 27
Outsides, 5 @ 9 lbs.	@ 21
Knuckles, 5 @ 9 lbs.	@ 27
Cooked hams, choice, skin on, fattened	@ 18
Cooked hams, choice, skinless, fattened	@ 19
Cooked picnics, skin on, fattened	@ 15 1/2
Cooked picnics, skinned, fattened	@ 15 1/2
Cooked loin roll, smoked	@ 20

BARRELED PORK AND BEEF.

Mess pork, regular	@ 13.00
Family back pork, 24 to 34 pieces	@ 13.00
Family back pork, 35 to 45 pieces	@ 12.50
Clear back pork, 40 to 50 pieces	@ 12.00
Clear plate pork, 25 to 35 pieces	@ 9.50
Brisket pork	@ 11.00
Bean pork	@ 9.50
Plate beef	@ 16.00
Extra plate beef, 200 lb. bbls.	@ 17.00

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00
Honeycomb tripe, 200-lb. bbl.	15.00
Pocket honeycomb tripe, 200-lb. bbl.	17.00
Pork feet, 200-lb. bbl.	14.00
Pork tongues, 200-lb. bbl.	35.00
Lamb tongues, short cut, 200-lb. bbl.	37.00

OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@ 11
Nut, 1-lb. cartons, f.o.b. Chicago	@ 8
(30- and 60-lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago	@ 10

LARD.

Prime steam, cash (Bd. Trade)	@ 3.90
Prime packers' tallow, (Bd. Trade)	@ 3.25
Refined lard, tierces, f.o.b. Chicago	@ 5
Kettle rendered, tierces, f.o.b. Chgo.	@ 5 1/2
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 5 1/2
Neutral, in tierces, f.o.b. Chicago	@ 5 1/2
Compound, vegetable, tierces, c.a.f.	@ 6

OLEO OIL AND STEARINE.

Extra oleo oil	@ 5 1/2
Prime No. 1 oleo oil	@ 5
Prime No. 2 oleo oil	@ 4 1/2
Prime No. 3 oleo oil	@ 3 1/2
Prime oleo stearine, edible	@ 4

TALLOWES AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre	3 1/2 @ 3 1/2
No. 1 tallow, 10% f.f.a.	2 1/2 @ 2 1/2
No. 2 tallow, 40% f.f.a.	1 1/2 @ 1 1/2
Choice white grease	@ 2 1/2
A-White grease	@ 2 1/2
B-White grease, maximum 5% acid	2 1/2 @ 2 1/2
Yellow grease, 10 @ 15%	2 1/2 @ 2 1/2
Brown grease, 40% f.f.a.	1 1/2 @ 1 1/2

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, prompt	@ 2 1/2
White, deodorized, in bbls., f.o.b. Chgo.	@ 6 1/2
Yellow, deodorized, in bbls., f.o.b. Chgo.	@ 6 1/2
Soap stock, 50% f.f.a., f.o.b. Chgo.	@ 4 1/2
Corn oil, in tanks, f.o.b. mills	2 1/2 @ 3
Soya bean oil, f.o.b. mills	2.50 @ 3
Cocoonut oil, seller's tanks, f.o.b. coast	3 @ 3 1/2
Refined in bbls., f.o.b. Chicago	6 1/2 @ 6 1/2

Retail Section

It Pays to Look Ahead Now Is an Opportune Time to Build a Reputation for Quality

No one knows better than the retail meat dealer the difficulties with which he has been faced during the past two years.

Steady decline in meat prices, a general reduction in consumer purchasing power, and the keen competition for such business as has been available called for constant vigilance and the exercise of more than average business ability to keep going.

However, there is evidence that the low point in the downward trend of the business curve has been reached, and that the start upward has been made.

Again the retailer is faced with problems, which while they may not be as serious as those he was forced to solve when business was on the downgrade, are important nevertheless. Right decisions at this time may be deciding factors in future success.

One thing every retailer must decide is when consumers stop looking for bargains and begin to give more thought to the food value a dollar will buy.

The majority of consumers, perhaps, never have lost sight of value. If they tried to make the money available for food go as far as possible, and if they shopped where prices were lowest, this does not indicate they do not know or have lost their appreciation for value but simply that they were doing the best they could under the circumstances.

Buying Habits Will Change.

As general purchasing power increases we no doubt are going to see a different consumer buying psychology. Price will no longer be the important factor in influencing sales. Quality will be examined into more closely. Gradually we will get back to where we were before the depression hit us. In the meanwhile there is going to be the opportunity to build consumer goodwill and volume that should not be overlooked.

Shall I start to put my business on a quality basis, selling meats at a reasonable price and doing without some of the usual profits, adjusting overhead and other expenses to fit the conditions? This is one question the retailer may have to decide before long.

Or:

Shall I put or keep by business on a

cheap basis and enter into or remain in the fierce fight of starve-out, cut-throat competition?

Each retailer must decide the answer to these questions based on conditions as they exist in his particular territory. However, the accuracy with which he sizes up conditions and the intelligence and energy with which he acts on the information he obtains undoubtedly will be important factors in his future results.

There is one thought in this connection that retailers should bear in mind when considering what store policy to adopt. This is that those retailers who have made the biggest successes are those who have been able to make their stores distinctive and to put them in a class apart.

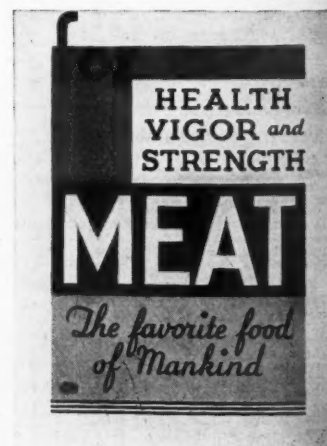
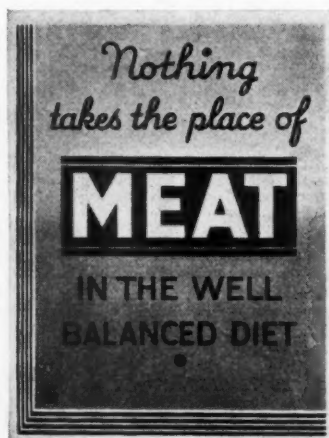
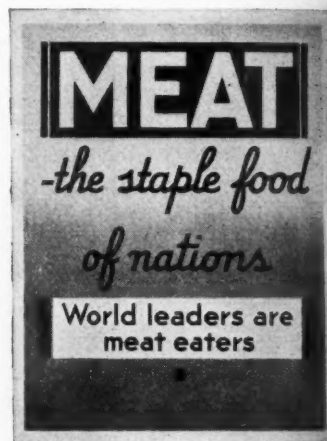
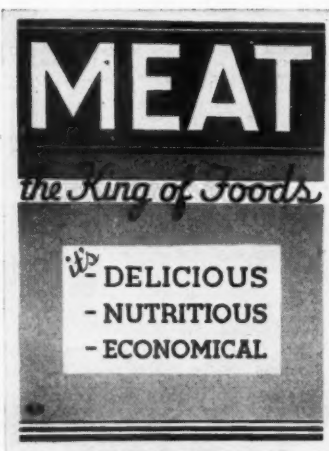
Low Price Field Overcrowded.
F. M. Tobin, president of the Rochester Packing Co., Rochester, N. Y., a keen student of meat merchandising

STRIKING NEW POSTERS BOOST MEAT

The National Live Stock and Meat Board has just added a set of four striking new posters to the printed material which is being given nation-wide distribution in the interests of stimulating meat consumption. The posters are shown here in reduced size.

Convincing in statement and colorful in make-up, these new posters are doing an excellent job of "telling the world" that meat is essential to good health and well-being. Each poster is printed in a different combination of bright colors. Their size is 19 inches by 25 inches.

One set of these posters will be supplied without charge if the request is addressed to the National Live Stock and Meat Board at 407 South Dearborn Street, Chicago, Ill. The posters are excellent for display in a retail market.



and econ
to say o
of his A

"We
the field
crowded
to do b
disregar
business

"Ther
price of
sonable
better g
very mu
from th
delicious
and lea

"The
quality
product
not at
for exa
cost tw
much a
ence is

Busin
themsel
tailer
now an
store i
consum
retailer
not hav
for goo

HOW

Nove
rious o
stimula
tive tur
in a ne
Owners
the Po
the M
This bo
nation
effectiv
and pr
recent
tins, h
other
retailer

The
out th
that ru
someth
"stunt
he can
then,
some
will li
and co
ideas
simple
applic
They
part r
for th
or no
In n
in the
graph
eral pi

and economic conditions, had something to say on this subject in a recent issue of his Arpeako News.

"We believe," Mr. Tobin said, "that the field, right now, is already overcrowded with dealers who have decided to do business on a price basis and to disregard their future reputation and business success.

"There is no great difference in the price of quality products sold at a reasonable basis and cheap goods. The better grades of meats represent today very much the better buy for consumers from the standpoints of wholesomeness, deliciousness, freshness, real food value and least amount of waste.

Quality Not Expensive.

"The difference in the price between quality meat products and cheap meat products is characteristically small, and not at all like in the automobile field, for example, where one motor car will cost two, three, four or five times as much as another. In meats the difference is only a fraction."

Business conditions are going to right themselves eventually. The policy a retailer adopts and maintains between now and then may determine how his store is going to be regarded by the consumer. One thing is certain: The retailer who sells quality products will not have to re-establish his reputation for good meats.

HOW STORES MAKE FRIENDS.

Novel ideas used successfully on various occasions by retail merchants to stimulate business and give an attractive turn to their selling, are set forth in a new report entitled "How 48 Store-Owners Make Friends," published by the Policyholders Service Bureau of the Metropolitan Life Insurance Co. This booklet is the result of an examination of several hundred simple and effective methods of building goodwill and promoting sales as outlined during recent years in trade association bulletins, house organs, trade journals, and other publications circulating among retailers.

The introduction to the report points out that while every merchant knows that running a store profitably requires something more than a series of "stunts," he likewise realizes that "if he can do something original now and then, inject a fresh idea, or extend some little service or courtesy people will like it. They will remember him and come oftener to his store." The ideas outlined in the publication are simple and of the kind which may be applied by almost any type of store. They don't require that the store depart radically from past practice, and for the most part, they call for little or no additional expense.

In most instances the cases presented in the report consist of a brief paragraph or two descriptive of the general procedure followed. The plans are

Cutting the Smoked Picnic

Consumers often are of the opinion that the smoked picnic contains an excessive amount of fat and bone. By disclosing an inside view of the picnic, this objection should be overcome.



To display to the best advantage, it is suggested that the picnic be cut as illustrated below.



Inside view of two smoked picnic shoulders.



The next article in this series will show two ways to use ham end cuts of pork loins.

subdivided under the following headings: Sales promotional ideas, gift and discount ideas, anniversary ideas, contest ideas.

Retail merchants and other business executives who are interested in this phase of selling may secure copies of "How 48 Store Owners Make Friends" by writing to the Policyholders Service Bureau, Metropolitan Life Insurance Company, One Madison ave., New York City.

NEWS OF THE RETAILERS.

Packhouse Market No. 2 has been opened at 225 South Roosevelt, Green Bay, Wis.

Curby's meat market, Kankakee, Ill., recently was severely damaged by fire.

E. F. Donovan has engaged in the retail meat business at Walnut and Main sts., Danville, Ill.

Orvin D. Skifton has taken over the Bouquet Meat Market, Houston, Minn.

Ormesher Bros., Chadron, Neb., recently had their retail meat store destroyed by fire.

Frank Norman is planning to engage in the retail meat business at 3302 North 7th st., Milwaukee, Wis.

F. A. Bloms has applied for a license to conduct a retail meat business at 5404 Nicollet, Minneapolis, Minn.

John Meier has opened a retail meat market at 3555 North Teutonia ave., Milwaukee, Wis.

A. Anderson has opened a retail meat store in Charles City, Ia.

John Schramm has sold his interest in the Schramm-Hebard Meat Co., Missoula, Mont., to John Russell, P. J. Vernonick and J. A. Stahl.

A retail meat department has been added to the Fairway Store, Rolla, N. D.

M. C. Faust has opened a meat market in Indianola, Ia.

Gottschalk Market, Sheboygan, Wis., has been incorporated with a capital stock of \$2,500. The incorporators are M. J. Perlin, D. Becker and John Smercina.

Becker Meat Markets, Milwaukee, Wis., have been incorporated with a capital of \$5,000. The incorporators are David R. Becker, Homer A. Mosner and A. Mandelker.

Puritan Beef Co. has opened a retail meat store at 395 George, New Brunswick, N. J.

Phillips Meat Market, Winston-Salem, N. C., has been incorporated with a capital of \$25,000. Harry Phillips, M. H. Phillips and A. M. Phillips are the incorporators.

Triangle Meat Store has opened for business at Moorhead, Minn.

New York Section

AMONG RETAIL MEAT DEALERS.

A testimonial dinner was tendered Albert Rosen last Sunday by his friends in the meat, banking, furniture and political fields. More than 300 met in the Roman Gardens of Joe's Restaurant to pay homage to Mr. Rosen on the occasion of his 62nd birthday. L. Jacoby acted as toastmaster. Speakers included Dr. Lyons, judge Lavansky, commissioner Sexton, judge Nova, congressman Herman Reiss, national chairman George Kramer, state president Anton Hehn and Joseph Lehner, treasurer, Brooklyn Branch. Telegrams of congratulation were received from congressman Celler, who is ill in Washington, William Kennedy, jr., Frank P. Burck, employees of John Mullins, and many others. Mr. Rosen was presented with a beautiful watch, which was acknowledged in his own oratorical manner.

Election of officers was the principal order of business at the meeting of Jamaica Branch Tuesday of this week. Officers elected for 1933 are: President, Phil Koch; vice president, Leo Levy; treasurer, Chris Fischer; financial secretary, Charles Eisenhardt; recording secretary, Leo Fleischmann; corresponding secretary, Fred Schneider; board of trustees, Chris Roesel, Gus Fernquist, Jesse Kaufmann, C. Klaus, and George Stauder; board of directors, Chris Fischer, J. Kaufmann, Fred Schneider, George Stauder, Franz Eichler. Due to Christmas holidays, this was the last meeting of the year. At the first meeting in January, newly-elected officers will be installed. Second meeting will be a ladies' night.

Most of the Eastern District Branch meeting Tuesday was given over to discussion of the methods used during

the Thanksgiving holidays on the turkey situation. Members are individually donating meat and toys to the Otilie Orphanage in Jamaica. This is in charge of executive secretary Fred C. Riester.

Annual ball of Brooklyn, Jamaica and South Brooklyn branches and the aftermath of the Thanksgiving turkey situation were principal topics discussed at the meeting of South Brooklyn Branch Tuesday of this week. The ball, announced, will be held in the St. George Hotel, February 5, 1933.

Joseph Rossman, an active member of South Brooklyn Branch, was given a surprise party by his wife last Saturday. Among those present were Mr. and Mrs. A. Werner, jr., Mr. and Mrs. Willenbacher, and Mr. and Mrs. Jack Victory.

Executive secretary Fred C. Riester has returned from a vacation full of thrills and experiences. These included a gale off the coast of Havana and an air trip in Panama.

Ye Olde New York Branch Retail Meat Dealers Association will hold a meeting on December 13 and will elect officers and seven directors for the coming year.

Albert Di Matteo, treasurer, Washington Heights Branch, was surprised by some old friends on Monday of this week. The occasion was Mr. Di Matteo's birthday.

MEAT FOR UNEMPLOYED.

Fresh meat is to be provided to Germany's unemployed at cheap prices, according to reports to the Department of Commerce. An appropriation of approximately \$2,500,000 has been made for the purpose. The low prices will be made to those who have passed from the dole class to the semi-public charity group. Books of coupons were issued, the first coupon to be used prior to November 12 with two other coupons to be used during the balance of the month. Not more than 2 lbs. of fresh beef and pork may be had under this plan during the month. On certain days cold storage meats, as well as certain preserved meats and lard, are given free to holders of other tickets.

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended Dec. 3, 1932:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef.....		522 lbs.
Australia—Calf liver		300 lbs.
Australia—Sausage		900 lbs.
Canada—Sausage		380 lbs.
Canada—Bacon		2,416 lbs.
Canada—Pork cuts		2,430 lbs.
Canada—S. P. pork		11,156 lbs.
Canada—Calf liver		22 lbs.
Denmark—Liver paste		1,205 lbs.
England—Ox tongue		255 lbs.
Germany—Sausage		10,374 lbs.
Germany—Ham		5,581 lbs.
Germany—Pork loins		167 lbs.
Ireland—Bacon		3,843 lbs.
Ireland—Ham		766 lbs.
Uruguay—Canned corned beef.....		216,000 lbs.

WHEN YOU WANT A GOOD MAN.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Dec. 8, 1932:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
YEARLINGS (1) (300-550 LBS.):				
Choice	\$10.50@12.50	.....	\$11.00@12.00	.....
Good	8.00@10.50	.....	8.50@11.00	.....
Medium	7.00@ 8.50	.....	7.50@ 8.50	.....
STEERS (550-700 LBS.):				
Choice	10.50@12.00	.....	10.00@11.50	\$11.00@12.00
Good	8.00@10.50	.....	8.00@10.50	9.00@11.00
STEERS (700 LBS. UP):				
Choice	11.00@12.00	\$11.00@12.50	10.00@11.50	11.00@11.50
Good	9.00@11.00	9.00@10.50	8.00@10.00	9.00@11.00
STEERS (500 LBS. UP):				
Medium	7.00@ 8.50	8.00@ 9.00	7.00@ 8.50	8.00@ 9.00
Common	6.00@ 7.00	7.00@ 8.00	6.50@ 7.50	7.00@ 8.00
COWS:				
Good	5.50@ 6.50	6.00@ 6.50	6.50@ 7.50	7.00@ 7.50
Medium	5.00@ 5.50	5.50@ 6.00	5.50@ 6.50	6.00@ 7.00
Common	4.50@ 5.00	4.50@ 5.50	5.00@ 5.50	5.00@ 6.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	7.50@ 8.50	11.00@12.00	9.50@12.00	9.00@10.00
Good	6.50@ 7.50	10.00@10.50	8.00@ 9.00	8.00@ 9.00
Medium	5.50@ 6.50	8.00@ 9.50	7.00@ 8.00	7.00@ 8.00
Common	4.50@ 5.50	7.00@ 8.00	6.00@ 7.00	6.00@ 7.00
CALF (2) (3):				
Good	5.00@ 6.00	8.00@ 9.00	7.00@ 8.00	.....
Medium	4.50@ 5.00	7.00@ 8.00	6.00@ 7.00	.....
Common	4.00@ 4.50	6.00@ 7.00	5.00@ 6.00	.....
Fresh Lamb and Mutton:				
LAMB (38 LBS. DOWN):				
Choice	12.00@14.00	12.50@13.50	13.50@14.00	13.50@14.50
Good	12.00@12.50	12.00@13.00	13.00@13.50	12.50@13.50
Medium	11.00@12.00	10.50@12.00	11.50@12.50	11.00@12.00
Common	10.00@11.00	9.00@10.50	10.00@11.50	10.00@11.00
LAMB (39-45 LBS.):				
Choice	12.00@14.00	12.50@13.50	13.00@13.50	13.00@14.00
Good	12.00@12.50	12.00@13.00	12.00@13.00	12.00@13.00
Medium	11.00@12.00	10.50@12.00	11.00@12.50	11.00@12.00
Common	10.00@11.00	9.00@10.50	10.00@11.00	10.00@11.00
LAMB (46-55 LBS.):				
Choice	11.00@12.00	10.50@12.50	11.50@12.00	12.00@13.00
Good	10.00@11.00	9.50@12.00	10.50@11.50	11.00@12.00
MUTTON (EWES) 70 LBS. DOWN:				
Good	4.50@ 5.50	6.00@ 7.00	5.50@ 7.00	5.50@ 6.00
Medium	3.50@ 4.50	4.50@ 6.00	5.00@ 6.00	5.00@ 5.50
Common	2.50@ 3.50	3.50@ 4.50	4.00@ 5.00	4.00@ 5.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	7.50@ 8.50	7.00@ 8.00	7.00@ 8.50	7.00@ 8.50
10-12 lbs. av.	7.50@ 8.50	7.00@ 8.00	7.00@ 8.50	7.00@ 8.00
12-15 lbs. av.	7.00@ 8.00	7.00@ 7.50	6.50@ 7.50	6.50@ 7.50
16-22 lbs. av.	6.00@ 6.50	6.00@ 7.00	5.50@ 7.00	5.50@ 7.00
SHOULDERS, N. Y. STYLE, SKINNED:				
8-12 lbs. av.	5.00@ 6.00	.....	6.00@ 7.50	6.00@ 7.50
PICNICS:				
6-8 lbs. av. ....	.....	6.00@ 7.00	.....	5.00@ 6.00
BUTTS, BOSTON STYLE:				
4-8 lbs. av.	5.50@ 7.00	.....	7.00@ 9.00	7.00@ 8.50
SPARE RIBS:				
Half sheets	6.00@ 7.00	.....	.....	.....
TRIMMINGS:				
Regular	2.50@ 3.00	.....	.....	.....
Lean	4.00@ 5.50	.....	.....	.....

(1) Includes heifer yearlings 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

REPEAT SALES!

guaranteed with Samson Sinew Extractors



This scientific invention removes sinews from turkeys, chicken and other fowl. Increases sales because of increased consumer satisfaction. Simple, clean, fast. No yanking, bruising or pulling of meat.

10,000 satisfied users

Orders shipped C. O. D. on money back guarantee of satisfaction. Pin this ad to your letter-head. Write today!

now building sales with this marvelous machine.

Junior Size (birds up to 10 lbs.).....\$5.00

Senior Size (any size bird) \$7.50

Check the size you wish us to ship

S. G. MATHEWSON

141 Milk Street

Boston, Massachusetts

MEAT BAGS

BURLAP

STOCKINETTE
COTTON

E. S. HALSTED & CO., Inc.

64 PEARL ST. NEW YORK CITY

Joseph Wahlman,

Dept. Mgr.

(Formerly with Armour & Company)

Makers of Quality Bags Since 1876

NEW YORK NEWS NOTES.

J. J. McEncroe, pork cuts department, Armour and Company, Chicago, was in New York during the past week.

Joseph Baum, president, Joseph Baum Packing Co., Kansas City, Kan., spent a few days in New York during the past week.

Vice president and general manager Thomas H. Nash, Cleveland Provision Co., Cleveland, Ohio, visited New York during the past week.

Ernest Kissling, general manager, refinery and compound department, Wilcox & Co., Chicago, spent several days in New York during the past week.

B. F. McCarthy, senior marketing specialist, U. S. Bureau of Agricultural Economics, New York, and Mrs. McCarthy are on a motor trip through the South.

William Harris, head lamb salesman, M. Kraus & Bros., Inc., has become a member of the packinghouse bowling club of New York and bids fair to take high standing.

F. Faulkner, automotive department, Armour and Company, Chicago, visited for a few days during the past week at the plant of the New York Butchers' Dressed Meat Co.

W. T. Harrington, beef department, Swift & Company, New York, has returned to business after having been confined to his home during the past week due to illness.

After an absence of three years Miss Ruth Bauman has returned to the Stahl-Meyer, Inc., organization as secretary to George Smith, credit manager of the Otto Stahl division.

One of the largest sales of fresh frozen dressed rabbit was made during the past week when Edwin Meier, New York broker, sold 113,000 lbs. to Benjamin Geutsch, president, Municipal Markets, a chain store organization in the Metropolitan New York area.

A. W. Doell, produce department, Swift & Company, Chicago, visited New York during the past week. E. M. Bell, manager, Swift Barclay Street market, New York, spent a few days at the Chicago plant after having attended the International Livestock Exposition.

The carlot of first prize Angus yearlings exhibited at the International Livestock Exposition and purchased by Leo Schloss, Inc., Newark, N. J., were slaughtered late last week after having been a source of interest at that plant for several days. These fifteen yearlings averaged 1,240 lbs. and cost \$10 per hundredweight.

Meat, fish and poultry seized and destroyed by the health department of the City of New York during the week ended December 3, 1932, were as follows: Meat.—Brooklyn, 351 lbs.; Manhattan, 1,335 lbs.; Queens, 616 lbs.; Richmond, 10 lbs.; total, 2,312 lbs. Fish.—Bronx, 110 lbs. Poultry.—Brooklyn, 63 lbs.; Manhattan, 245 lbs.; Bronx, 400 lbs.; Queens, 9 lbs.; total, 717 lbs.

VISIT AMERICA'S
MOST HISTORIC
CITY

1012
ADELPHIA



Nearest everything
in Philadelphia...
Each room with Bath
French Restaurant *
...Coffee Grill...
Roof Garden...

400 ROOMS

\$3.50

\$5.00

FROM . SINGLE FROM . DOUBLE

ADELPHIA HOTEL CO. - DAVID B. PROVAN Managing Director

CHESTNUT AT 13 TH ST.

PHILADELPHIA

MEAT INSPECTION CHANGES.

Changes in the federal meat inspection service are reported officially as follows:

Inspection granted.—Homelike Food Products Co., 962-966 North Alder st., Philadelphia, Pa.; *Dugdale Packing Co., South Eleventh st., St. Joseph, Mo.; Central Falls Provision Co., 847 High st., Central Falls, R. I.

Inspection withdrawn.—E. Godel & Sons, foot of South st., Peoria, Ill.

Inspection extended.—Swift & Company, Chicago, Ill., to include American Provisions Export Co.; Swift & Company, South St. Paul, Minn., to include United Dressed Meat Co.; Swift & Company, Jersey City, N. J., to include American Provisions Export Co.

Change in name.—Oliver Wynnee, 1141-1145 May ave., Norfolk, Va., instead of Wynnee Lard & Provision Co., Inc.; Guggenheim Bros., Inc., 46th st. and Packers ave., Chicago, Ill., instead of Guggenheim Bros.

*Conducts slaughtering.

LESS BUTTER PRODUCED.

Creamery butter production in October, 1932, is estimated at 119,326,500 lbs. compared with 124,011,800 lbs. in September and 126,569,000 lbs. in October, 1931. This is a decline of 3.78 per cent from the September production and 5.73 per cent from that of the same month a year ago. Production for the year to date totals 1,418,339,600 lbs. compared with 1,427,344,000 lbs. in the 1931 period, a decline of .64 or 1 per cent.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	4.85 @ 5.60
Cows, common to medium	2.75 @ 3.75
Bulls, common to medium	2.25 @ 3.60

LIVE CALVES.

Vealers, good to choice	6.00 @ 7.00
Vealers, medium	4.00 @ 5.50

LIVE LAMBS.

Lambs, good to choice	6.25 @ 6.75
Lambs, medium	5.50 @ 6.00

LIVE HOGS.

Hogs, 120-210 lbs.	4.00 @ 4.40
Hogs, 210-240 lbs.	3.80 @ 4.20
Hogs, 250-300 lbs.	3.40 @ 3.85

DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	5.25 @ 5.75
-----------------------------------	-------------

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	14 @ 15
Choice, native, light	14 @ 15
Native, common to fair	12 @ 13

WESTERN DRESSED BEEF.

Native steers, 600 @ 800 lbs.	13 @ 14
Native choice yearlings, 440 @ 600 lbs.	13 @ 14
Good to choice heifers	12 @ 13
Good to choice cows	11 @ 12
Common to fair cows	8 @ 9
Fresh bologna bulls	6 @ 7

BEEF CUTS.

	Western.	City.
No. 1 ribs	20 @ 22	21 @ 24
No. 2 ribs	18 @ 20	19 @ 20
No. 3 ribs	15 @ 16	15 @ 18
No. 1 loins	20 @ 22	24 @ 28
No. 2 loins	18 @ 20	20 @ 22
No. 3 loins	16 @ 18	16 @ 18
No. 1 hinds and ribs	13 @ 17	13 @ 17
No. 2 hinds and ribs	12 @ 14	13 @ 14
No. 3 hinds and ribs	10 @ 11	9 @ 11
No. 1 rounds	11 @ 12	11 @ 12
No. 2 rounds	10 @ 11	10 @ 11
No. 3 rounds	9 @ 10	9 @ 10
No. 1 chuck	13 @ 15	12 @ 13
No. 2 chuck	10 @ 11	10 @ 11
No. 3 chuck	8 @ 9	9 @ 10
Bolognas	6 1/4 @ 7 1/4	7 @ 7 1/4
Rolls, reg., 6 @ 8 lbs. avg.	22 @ 25	22 @ 25
Rolls, reg., 4 @ 6 lbs. avg.	17 @ 18	17 @ 18
Tenderloins, 4 @ 6 lbs. avg.	50 @ 60	50 @ 60
Tenderloins, 5 @ 6 lbs. avg.	50 @ 60	50 @ 60
Shoulder clods	11 @ 12	11 @ 12

DRESSED VEAL.

Good	11 @ 12
Medium	9 @ 11
Common	8 @ 9

DRESSED SHEEP AND LAMBS.

Lambs, choice	13 1/4 @ 14 1/4
Lambs, medium	12 1/4 @ 13 1/4
Sheep, good	6 @ 7
Sheep, medium	4 @ 6

FRESH PORK CUTS.

Pork loins, fresh, Western, 10 @ 12 lbs.	8 @ 9 1/4
Pork tenderloins, fresh	25 @ 30
Pork tenderloins, frozen	20 @ 22
Shoulders, Western, 10 @ 12 lbs. avg.	8 1/4 @ 7 1/4
Butts, boneless, Western	10 @ 11
Butts, regular, Western	8 @ 9
Hams, Western, fresh, 10 @ 12 lbs. avg.	8 1/4 @ 9
Picnic hams, Western, fresh, 6 @ 8 lbs.	8 1/4 @ 9
Average	6 1/4 @ 7
Pork trimmings, extra lean	7 @ 8
Pork trimmings, regular, 50% lean	4 @ 5
Spareribs, fresh	6 @ 7 1/2

SMOKED MEATS.

Hams, 8 @ 10 lbs. avg.	11 1/4 @ 14
Hams, 10 @ 12 lbs. avg.	11 @ 13
Hams, 12 @ 14 lbs. avg.	11 1/4 @ 13 1/4
Picnics, 4 @ 6 lbs. avg.	9 @ 10
Picnics, 6 @ 8 lbs. avg.	8 1/4 @ 9 1/4
Rollerets, 8 @ 10 lbs. avg.	10 @ 11
Beef tongue, light	22 @ 25
Beef tongue, heavy	23 @ 25
Bacon, boneless, Western	12 @ 14 1/4
Bacon, boned, city	11 @ 12
City pickled bellies, 8 @ 10 lbs. avg.	8 @ 9

FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, 1 c. trim'd	30c a pound
Sweetbreads, beef	25c a pound
Sweetbreads, veal	60c a pair
Beef kidneys	10c a pound
Mutton kidneys	10c each
Livers, beef	25c a pound
Oxtails	15c a pound
Beef hanging tenders	24c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	25c per cwt.
Breast fat	50c per cwt.
Edible suet	1.25 per cwt.
Cond. suet	.75 per cwt.

GREEN CALFSKINS.

	5-9 1/4-12 1/4	12 1/4-14	14-18	18 up
Prime No. 1 veals	.45	.60	.65	.90
Prime No. 2 veals	.30	.45	.50	.65
Buttermilk No. 1	.20	.35	.40	...
Buttermilk No. 2	.10	.25	.30	...
Branded Grubby	.10	.15	.20	.25
Number 3	.10	.15	.20	.25

BUTTER.

Creamery, extras (92 score)	24 1/2 @ 25
Creamery, firsts (91 score)	24 1/2 @ 24 1/2
Creamery, firsts (88 score)	23 @ 23

EGGS.

(Mixed Colors.)

Special packs or selections from fresh receipts	38 @ 40
Standards	35 @ 37
Rehanded receipts	31 @ 33
Checks	25 @ 25

LIVE POULTRY.

Fowls, colored, fancy, via express	16 @ 17
Chickens, Rocks, fancy, via express	10 @ 11
Chickens, Leghorns	9 @ 10

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	12 @ 15
Western, 48 to 54 lbs. to dozen, lb.	10 @ 14
Western, 43 to 47 lbs. to dozen, lb.	10 @ 14
Western, 38 to 42 lbs. to dozen, lb.	10 @ 14
Western, 31 to 35 lbs. to dozen, lb.	10 @ 14
Fowls—fresh—dry pkd.—12 to box—prime to fecy:	
Western, 60 to 65 lbs. to dozen, lb.	16 @ 18
Western, 48 to 54 lbs. to dozen, lb.	15 @ 16
Western, 43 to 47 lbs. to dozen, lb.	14 @ 15
Western, 38 to 42 lbs. to dozen, lb.	12 @ 13
Western, 31 to 35 lbs. to dozen, lb.	11 @ 12
Ducks, frozen—	
Long Island, No. 1	15 @ 16
Squabs—	
White, ungraded, per lb.	25 @ 35
Turkeys, nearby, No. 1:	
Young toms	18 @ 20
Young hens	18 @ 20
Fowls, frozen—dry pkd.—12 to box—prime to fecy:	
Western, 60 to 65 lbs. per lb.	17 @ 18
Western, 48 to 54 lbs. per lb.	15 @ 16
Western, 43 to 47 lbs. per lb.	14 @ 15

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Dec. 1, 1932:

	25	26	28	29	30	1
Chicago	23 1/4	24 1/4	24 1/4	24 1/4	24 1/4	23 1/4
New York	25 1/4	25 1/4	26	26	26	25
Boston	26	26	26 1/4	26 1/4	26 1/4	25 1/4
Phila	26 1/4	26 1/4	27	27	27	26

Wholesale prices carlots—fresh centralized butter—90 score at Chicago:

	22 1/4	23 1/4	23 1/4	23 1/4	23 1/4	22 1/4
Receipts of butter by cities (tubs):						

	This week.	Last week.	Last week.	—Since Jan. 1—
Chicago	20,553	23,047	23,833	2,856,633
N. Y.	43,194	38,970	44,845	3,338,902
Boston	10,970	12,461	10,061	1,112,734
Phila	18,247	14,712	15,688	1,177,549

Total 92,904 89,790 94,455 8,808,047 8,799,436

Cold storage movement (lbs.):

	In	Out	On hand	Same week day
	Dec. 1.	Dec. 1.	Dec. 2.	last year.
Chicago	4,410	1,763,712	2,750,519	
New York	69,648	7,185,144	6,876,575	
Boston	13,351	1,844,110	1,633,149	
Phila	10,500	1,036,729	778,242	
Total	97,909	11,830,695	12,038,585	

FERTILIZER MATERIALS.
BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton basis ex vessel Atlantic ports	21.00
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York	21.00
Blood, dried, 15-16% per unit	1.60
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	2.00 @ 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	2.35 @ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. Del'd. Balt. & Norfolk	1.75 @ 50c
Soda Nitrate, per net ton	22.50
in 200-lb. bags	22.50
in 100-lb. bags	22.50
Tankage, ground, 10%	1.40 @ 10c
15% B. P. L. bulk	1.30 @ 10c
Tankage, unground, 9@10% ammonia	

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	21.50
Bone meal, raw, India, 4% and 50 bags, per ton, c.i.f.	21.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	7.00

Potash.

Manure salt, 30% bulk, per ton	19.15
Knit, 14% bulk, per ton	9.75
Muriate in bags, per ton	21.50
Sulphate in bags, per ton	21.50

Dry Rendered Tankage.

50% unground	3.35
60% unground	3.35

BONES, HOOFS, AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	40.00 @ 60.00
Black or striped hoofs, per ton	45.00 @ 50.00
Muriate in bags, per ton	21.50
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	70.00
Horns, according to grade	75.00 @ 200.00

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Dec. 3, 1932, with comparisons:

	Week ended Dec. 3.	Prev. week.	Cor. week, 1931.
West. drsd. meats:			
Steers, carcasses	7,463	5,067	7,731
Cows, carcasses	1,024	594 1/2	794
Bulls, carcasses	206	140	147
Veals, carcasses	8,264	8,757	10,476
Lambs, carcasses	24,359	24,078	3,662
Mutton, carcasses	1,979	1,290	1,600
Beef cuts, lbs.	402,667	285,497	414,961
Pork cuts, lbs.	2,231,414	1,834,087	2,734,000
Local slaughters:			
Cattle	8,447	7,618	9,794
Calves	12,676	11,182	11,880
Hogs	56,131	50,899	60,846
Sheep	77,901	59,203	56,479

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Dec. 3, 1932:

	Week ended Dec. 3.	Prev. week.	Cor. week, 1931.
West. drsd. meats:			
Steers, carcasses	1,968	1,953	2,327
Cows, carcasses	1,128	694	806
Bulls, carcasses	219	181	192
Veals, carcasses	1,295	1,297	1,343
Lambs, carcasses	10,317	8,363	14,613
Mutton, carcasses	964	918	805
Pork, lbs.	645,829	561,967	615,416
Local slaughters:			
Cattle	1,930	1,596	1,819
Calves	2,805	2,849	2,674
Hogs	20,034	20,905	20,014
Sheep	10,122	7,785	8,539

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended Dec. 3, 1932, with comparisons:

	Week ended Dec. 3.	Prev. week.	Cor. week, 1931.
West. drsd. meats:			
Steers, carcasses	2,459	1,964	1,860
Cows, carcasses	2,547	1,597	1,464
Bulls, carcasses	43	12	21
Veals, carcasses	683	1,137	794
Lambs, carcasses	19,774	14,580	19,822
Mutton, carcasses	1,304	885	700
Pork, lbs.	523,892	428,770	496,000

, 1932.

S.
r.

21.00

22.00
1.00

10c

10c

5 & 50c

22.50

22.50

25.00

10c

10c

12.50

21.00

7.00

19.15

9.70

87.15

47.00

.35

.35

NS.

35.00

30.00

50.00

35.00

70.00

200.00

ES.

meats

ral in-

ended

Cor.

week,

1931.

7,781

794

2,617

10,473

30,696

1,629

414,081

2,734,000

9,744

11,828

60,942

89,479

LIES.

meats

d fed-

or the

Cor.

week,

1931.

2,827

946

126

1,948

14,013

665

615,416

1,019

2,674

20,614

8,539

meats

1932.

Cor.

week,

1931.

1,003

1,000

21

796

18,003

799

489,000